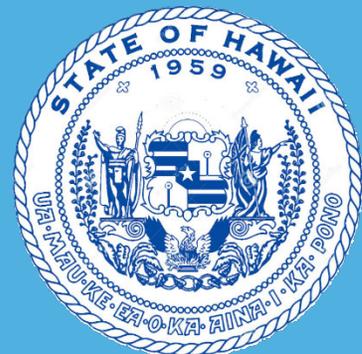




The State of Hawaii

LSI Consulting Best and Final Offer to RFP-ERP-2020 Enterprise Financial Solution

Due May 17, 2021 4:00pm HST



LSI

Innovative Solutions for the Public Enterprise





I. Transmittal Letter

May 17, 2021

Todd Omura
IT Governance Officer
State of Hawaii Office of Enterprise Technology Services (ETS)
1151 Punchbowl Street, Room 810, Honolulu, HI 96813

RE: Best and Final Offer Request for Solicitation Number ERP-2020 Request for Proposal (RFP) for An Enterprise Financial Solution

Dear Mr. Omura and Project Leadership,

Labyrinth Solutions, Inc. d/b/a LSI Consulting (hereafter “LSI”), is pleased to present this proposal in response to the State of Hawaii’s (hereafter “State”) Request for Best and Final Offer for RFP-ERP-2020.

We are offering this BAFO to the State as a new proposal. Please find attached in this response document our tracked changes of the original response, namely to section Evaluation Criteria 5: Business Solution – Implementation Services Requirements and Assumptions. We have also included ***LSI Consulting_ Exceptions OF-2_RFP-ERP-2020_FINAL.pdf*** as requested.

As National Vice President and response signatory, I am the authorized agent to discuss and negotiate all requirements and terms for this RFP response as well as any future responses with the State.

Please do not hesitate to contact me if you have any questions or require further assistance. Thank you for the opportunity to allow us to serve the State of Hawaii and earn your business and trust. We are confident that LSI can provide the leadership and industry expertise that the State needs for continued growth and success.

978.261.6100

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Innovative Solutions for the Public Enterprise

Thank you for the opportunity.

Sincerely,

Nader Tirandazi

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II. Questions to Amendment 7

LSI had no questions concerning the Amendment 7 BAFO.

III. Requirements Matrices as per Amendment 7.

Please see attached within this response document our responses to the updated requirements matrices as per Amendment 7. No functionality has changed from our original response in Columns D-H for each matrix. We have, however, provided more detailed comments for each response in the K Columns.

These documents (attached within this pdf response document) are:

Appendix A-1 - Core Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx

Appendix A-2 - Expansion Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx

Appendix B - Optional Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx

IV. Bonds Requirements

Please see attached within this response document, our updated ***Appendix A-1 - Core Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx***. This document addresses Changes 1-9 as per Amendment 7.

V. Clarifications to Bonds Solution

Required BAFO Request – 1

Please affirm that the proposal provides for a comprehensive IT solution regarding the terms of the bonds, bond pricing information, bond debt service schedules, investments and expenditures of bond proceeds, bond reimbursement of pre-issue date expenditures, property funded and refunded by bonds and the economic life of such property, that includes all needed functionality required by the RFP and meeting IRC requirements pertaining to tax-advantaged bonds;

LSI/SAP Response: Within the Proposed SAP SOLUTION, the SAP Treasury and Risk Management module is design to handle the lifecycle of the bond issue, bond pricing, bond service schedules, investment related to the bond issue and any other expenditures are captured.

Traditionally, most State's in the US have either utilized a non-integrated, stand-alone 3rd Party Bond Management SOLUTION, utilized an in-house developed Microsoft Excel /Access based solution or utilized manual activities to accommodate the key Business Process.

Over the last (3) years – SAP has invested in a developing a fully integrated application module for this Public Sector Business Process within its CORE Public Sector ERP/Financial Operations S/4 HANA Platform. The early development was more of a customized Solution extension, with the assistance and partnership of Clients like Prince George County, MD ; The Pennsylvania Turnpike; the New York Housing Authority and the State of South Carolina.

Today... SAP in bringing more and more of this previously custom extension functionality into standard – CORE Public Sector ERP/Financial Operations S/4 HANA Platform, specifically within the Treasury and Risk Management Module.

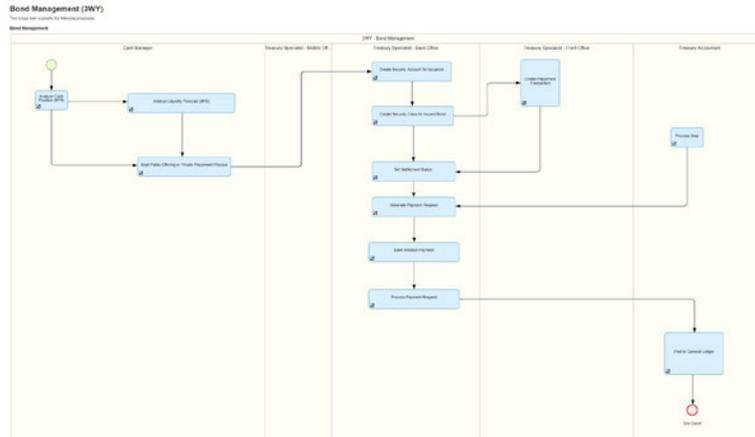
By utilizing both standard CORE Platform functionality coupled with developed and provided (by LSI) Solution extensions, these capabilities and functionality will materially assist the State in The Bond managing issued bonds, as well as bond investment. This functionality will specifically assist the State by automating labor-intensive processes, such as payment handling and accounting postings, giving the State more time to focus on value-added activities within the Bond Management Business Process. The State can manage operational and accounting requirements. The Public Sector based BOND Management functionality provided will facilitate fixed-rate bond, floating-rate bond, and zero-coupon bond.

Key Public Sector based BOND Management Process Steps covered:

- Create security account
- Create security class
- Create financial transactions
- Process payments
- Transfer values to general ledger
- Fix interest rates
- Perform month-end accounting processes
- Reclassification
- Monitor and report on class positions and financial transactions

Key Value and Differentiation provided by utilization of the Public Sector based BOND Management Functionality:

- Review & Insight into the financial status
- Automate the management of bond issuance and investments, including creation of security account, security class and financial transaction, payments, interest rate fixing, and accounting
- Make better operational and strategic decisions using the comprehensive reporting and analysis tools
- Improve internal operational compliance
- Increase the State's focus on value-added activities instead of on performing manual procedures



Required BAFO Request – 2

Please describe how, on a bond series by bond series basis, the system will record, manage, update and make accessible to users, the information described in the preceding paragraph 1 for “new money” tax-advantaged bonds and taxable bonds, from the receipt of the bond sale proceeds, all the way through the investment and expenditure phases of bond series proceeds, the identification of the assets financed and the monitoring of those asset over the term of the bonds series for change in use;

LSI/SAP Response: For issuance management, within the Proposed SAP SOLUTION, the SAP Treasury and Risk Management (TRM) provides extensive functionality. All relevant instrument types can be used as debt and investment instruments. For the long-term Bond Issuance Management both publicly available master data as well as internal data can be utilized effortlessly, given the right configuration. The SAP TRM module supports a majority of the transactional and process requirements mentioned above. These features enable the definition of multiple amortization components for an independent amortization calculation with varying amortization target dates. Each amortization component can be managed independently and generates its own amortization schedule for future amortizations up to its respective amortization target date.

Long-term debt such as Bond Issuances and loan originations require comprehensive data preparation, tools for dealing with complex financial calculations, and a comprehensive accounting engine for complying with the accounting standards such as US-GAAP. Due to the complexity of this process, we typically find that additional extensions are required to meet the specific Public Sector Client requirements, around capacity management and identification of “new money.”

Required BAFO Request – 3

Please describe how for a refunding series of bonds, the system will record, manage, update and make accessible to users, the information described in the preceding paragraph 1 for refunding tax-advantaged bonds and taxable bonds, including refunding escrows, current versus advance refundings, allocations of proceeds of and projects financed by, the refunded bonds to the

refunding series;

LSI/SAP Response: This process is similar, as outlined in the response to in our BAFO Response #2. The SAP TRM module manages the refunding process by monitoring the bond repayment schedules and determines when they are due. Escrow accounts are link to the Debt Issue Bond Fund and payment requests transactions can sweep all accounts and select accounts with payments that are due. Refundings (early redemptions) is based on maturity date. Payment requests will determine all payables due at a given time and can be paid to the custodians

Required BAFO Request – 4

Please describe how, on a bond-financed project by project basis, the system will record, manage, update and make accessible to users, (i) prior to the issuance of bonds for the project, information as to the cost or estimated cost of the project, the economic life of the project, the status of the project as a Governmental Project or a Private Use Project and whether or not the project has been placed in service and (ii) after issuance of a series of bonds for the project, information as to which series or multiple series of bonds funded or refunded the project.

LSI/SAP Response: Below is an example of how, within the Proposed SAP SOLUTION, in combination with the SAP TRM Module – the SOLUTION tracks bond-financed project, the system records, updates, and manages the project. Estimated cost of the project is entered by Work Breakdown Structured (WBS) element which are assigned to funded programs in the Capital Budgeting process. A WBS project is also assigned to an Asset Under Construction (AuC) number. Once the project is complete the AuC is transferred to the final asset where it will be capitalized based on the asset life expectancy. Governmental Project or Private Use Project are designated as unique funded programs for tracking purposes.

Funded Program	Fund Center	Fund	Grant	Commitment Item	Amount
ECR1012456	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	403001 Bond Proceeds Revenue	-\$7,000,000.00
ECR1012456	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	500010 Salaries 501003 Contracted services 502067 Construction Materials	\$1,500,000.00 \$3,500,000.00 \$2,000,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund	Not Relevant	490000 Transfers In	-\$1,000,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund	Not Relevant	501003 Contracted Services	\$1,000,000.00
ECR1012456	1010010002 DPW Capital Projects	2102 EPA Grants Fund	800076 Environmental Upgrades	405010 Grant Revenue	-\$300,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund		501003 Contracted Services	\$300,000.00
ESG1012815	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	403001 Bond Proceeds Revenue	-\$4,000,000.00
ESG1012815	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	500010 Salaries 501003 Contracted services 502067 Construction Materials	\$800,000.00 \$2,000,000.00 \$2,000,000.00

Required BAFO Request – 5

Please describe in as much detail as possible the proposed delivered functionality of the system regarding the following:

- a. Investment of tax-advantaged bond proceeds and taxable bond proceeds, investment yield information and investment payment and receipt information needed for rebate computations

LSI/SAP Response: Within the Proposed SAP SOLUTION, via the TRM Module, a FIMA (Financial Mathematics Calculator) is provided to calculate the yields and interests are computed. Tax rebates are generally complex and somewhat specific to State requirements and/or interpretation of Federal guidelines. As such Tax rebates will require a developed extension to the Proposed SAP SOLUTION which LSI will provide. Arbitrage is another area which will require a developed extension to the Proposed SAP SOLUTION, which LSI will also provide.

- b. Allocation and expenditure of tax-advantaged bond proceeds and taxable bond proceeds, including the rate of expenditure for purposes of rebate spending exceptions, reimbursement allocations of pre-issue date expenditures, and compliance with timing requirements for allocating expenditures of bond proceeds to projects

LSI/SAP Response: In September-2021, SAP (as part of its on-going commitment to continually enhance, extend and update the Proposed SOLUTION – will release a new version of the SAP TRM Module that will allocations and multiple account assignments is possible for expenditures. LSI plans on utilizing this newly released and available during the project implementation of the Proposed SAP SOLUTION. Budget appropriations can handle limits impose for spending.

- c. Identification of tax-advantaged bond financed improvements and monitoring such improvements over the term of the bonds for sales, dispositions, or other changes in use

LSI/SAP Response: All capital projects in progress will be tracked using a WBS element linked to an AuC. The funding source for projects will be assigned to the Bond Fund series identified in the initial project estimated. Once a project is complete and capitalized to a set of final assets, all improvements, sales, or disposition of this asset will be linked to the original funding bond funding source.

- d. Tracking the information in a. through c. on a bond series by bond series basis

Please see the LSI/SAP Response to BAFO Request #2.

e. Recordkeeping for matters related to the preceding for the time-period required by the IRS

LSI/SAP Response: Record keeping is dictated based on State requirements. All information will remain in SAP until a decision to archive is made this information can be reported.

f. Report generating capabilities and other tools;

LSI/SAP Response: Within the Proposed SAP SOLUTION, via the Enterprise Reporting and Analytics Cloud Suite – All BOND Management Business Process Reporting, and Analytics will be facilitated . LSI will work with the STATE during the Implementation to configure and personalize required reporting and analytics. Below is a sample listing of available standard delivered reports within the SAP TRM module

4.2	Reports
4.2.1	Define Financial Positions
4.2.2	Financial Status (Book Value)
4.2.3	Financial Status (Nominal Amount)
4.2.4	Display Treasury Alerts - Posting
4.2.5	Display Treasury Alerts- Settlement, Release and Payment
4.2.6	Display Treasury Posting Journal
4.2.7	Display Treasury Position Flows
4.2.8	Display Treasury Position Values
4.2.9	Treasury Position Analysis
4.2.10	Display Securities Account Class Positions
4.2.11	Analyze NPV
4.2.12	Calculate Market Risk Key Figures

Required BAFO Request – 6

Please describe any other functionality the system will deliver related to the use of tax-advantaged and taxable bond proceeds.

LSI/SAP Response: See the LSI/SAP Response to BAFO Request #1

Required BAFO Request – 7

Please indicate which modules of each phase (core, expansion and optional) are addressed by the bond requirements described in #2 to #5 above.

LSI/SAP Response: Within our BAFO Submittal, LSI has provided an Updated Project Implementation/Execution timeline for CORE Phase requirements, updated by the STATE in

Amendment #7.

During the CORE PHASE Implementation/Execution, LSI will utilize and implement the following SAP Modules from within the overall Proposed SAP SOLUTION:

- SAP General Ledger,
- Funds Management,
- Fixed Assets,
- Treasury and Risk Management module to meet the State Bond Management & Processing requirements.

During the EXPANSION PHASE Implementation & Execution – LSI will utilize and implement the SAP Public Sector Budget Planning & Management Cloud Suite, which will allow the State visibility & capabilities to create the 10-year Capital Improvement Project (CIP).

Required BAFO Request – 8

Please provide a list of states and large municipalities that use the proposed system for the items described in Required BAFO Responses #2 through #5 above.

LSI/SAP Response: Over the last (3) years – SAP has invested in a developing a fully integrated application module for this Public Sector Business Process within its CORE Public Sector ERP/Financial Operations S/4 HANA Platform. The early development was more of a customized Solution extension, with the assistance and partnership of Clients like Prince George County, MD ; The Pennsylvania Turnpike; the New York Housing Authority and the State of South Carolina. Today... SAP in bringing more and more of this previously custom extension functionality into standard – CORE Public Sector ERP/Financial Operations S/4 HANA Platform, specifically within the Treasury and Risk Management Module.

BAFO Changes from Original Response

Original Response	Updated Document or Section.
LSI_Staffing Plan_Option1_RFP-ERP-2020.pdf	Replaced with <i>LSI_BAFO_Staffing Plan_RFP-ERP-2020.pdf</i>
LSI_Staffing Plan_Option 2_ERP-RFP-2020.pdf	Replaced with <i>LSI_Staffing Plan_BAFO_RFP-ERP-2020.pdf</i>
LSI_Appendix L_Cost Workbook_RFP-ERP-2020_Option 1_FINAL.xlsx	Replaced with <i>LSI_Appendix L_Cost Workbook_RFP-ERP-2020_BAFO_FINAL.xlsx</i>
LSI_Appendix L_Cost Workbook_RFP-ERP-2020_Option 2_FINAL.xlsx	Replaced with <i>LSI_Appendix L_Cost Workbook_RFP-ERP-2020_BAFO_FINAL.xlsx</i>
LSI Consulting_Appendix A_1 Core Phase	Replaced with <i>Appendix A-1 - Core Phase</i>

Original Response	Updated Document or Section.
Requirements_FINAL.xlsx	Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx
LSI Consulting_Appendix A_2 Expansion Phase Requirements_FINAL.xlsx	Replaced with Appendix A-2 - Expansion Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx
LSI Consulting_Appendix B Optional Phase Requirements_FINAL.xlsx	Replaced with Appendix B - Optional Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx
Main response Section: Executive Summary	<p>Replaced with LSI Consulting_Hawaii_EFS_Exec_Summ_FINAL_tracked.pdf. to show our tracked changes for this section. Please see attached within this response document.</p> <p>Please see LSI Consulting_Hawaii_EFS_Exec_Summ_FINAL_clean.pdf for a clean version without tracked changes, attached within this response document.</p>
Main response Section: Evaluation Criteria 2: Project Organization and Staffing (Confidential)	<p>Please see our tracked changes for this response section in LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_tracked.doc attached within this pdf response document.</p> <p>Please see LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_clean.pdf for a version without tracked changes.</p>
Main response Section: Evaluation Criteria 3: Business Solution – Functional Requirements	<p>Please see our tracked changes for this response section in LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_tracked.doc attached within this pdf response document.</p> <p>Please see LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_clean.pdf for a version without tracked changes.</p>
Main response Section: Evaluation Criteria 5: Business Solution – Implementation Services Requirements (Confidential)	<p>Please see our tracked changes for this response section in LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_tracked.doc attached</p>

within this

Original Response	Updated Document or Section.
	<p>pdf response document.</p> <p>Please see <i>LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_clean.pdf</i> for a version without tracked changes.</p>
<p>Main response Section: Assumptions</p>	<p>Please see our tracked changes for this response section in <i>LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_tracked.doc</i> attached within this pdf response document.</p> <p>Please see <i>LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_clean.pdf</i> for a version without tracked changes.</p> <p>Here, we have New BAFO Assumptions: Explanation of Changes in the State's Appendix L(Cost Workbook)</p>
<p>Main response Section: LSI Attachments</p>	<p>Please see our tracked changes for this response section in <i>LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_tracked.doc</i> attached within this pdf response document.</p> <p>Please see <i>LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_clean.pdf</i> for a version without tracked changes.</p>

Presentation Materials and Chat Transcripts

Please find attached within this response document, the following chat transcripts and presentation materials for LSI Consulting's BAFO response to the State.

LSI Consulting_SAP Treasury and Risk Management, Collateral, and Cash Management_Deep Dive.pdf

STATE OF HAWAII DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES OFFICE OF ETS_LSI_DEMO_Q_AND_FINAL.pdf

State of Hawaii Orals_FINAL.pdf

Worksheet in State of Hawaii Orals_FINAL.xlsx

LSI Updated BAFO Response Attachments

Please find (attached within this response document) the following updated response documents in response to the State's BAFO Request for RFP-ERP-2020.

LSI Consulting_Exceptions OF-2_RFP-ERP-2020_FINAL.pdf

Appendix A-1 - Core Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx

Appendix A-2 - Expansion Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx

Appendix B - Optional Phase Requirements Revised_BAFO_LSI Consulting_FINAL.xlsx

LSI_Appendix L_Cost Workbook_RFP-ERP-2020_BAFO_FINAL.xlsx

LSI_BAFO_Staffing Plan_RFP-ERP-2020.pdf

LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_tracked.doc

LSI Consulting Tracked Changes Response BAFO_RFP-ERP-2020_FINAL_clean.pdf

LSI Consulting_Hawaii_EFS_Exec_Summ_FINAL_tracked.pdf

LSI Consulting_Hawaii_EFS_Exec_Summ_FINAL_clean.pdf



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About LSI Consulting

Established in 1998, LSI Consulting was formed from SAP's first US Public Sector implementations at MIT and the City of Phoenix and is the premiere provider for packaged SAP Public Sector implementation and integration services that enable cost effective and reduced risk engagements. LSI customers span the spectrum of US Public Sector markets including Federal, State and Local Government, Higher Education & Research, and Healthcare.





**Appendix A-1 – Core Phase Requirements, Revised
RFP-ERP-2020**

Requirements Matrix | Instructions

This requirements matrix is comprised of multiple tabs, and together they contain the full set of requirements for which SOH requires vendor responses.

Please respond to each and every requirement (even ones that appear redundant) as follows:

1. Indicate your response to each line item with an "X" in the appropriate "One Response per Requirement" column, according to the following labels and definitions:

Y = Yes, we meet this requirement out-of-the-box or with configuration capabilities provided within the software.

C = We can meet this requirement via customization/extension-- i.e., for a SaaS solution, the functionality would be provided by building an extension using platform as a service (PaaS) capabilities provided either by the vendor or a third party. (If this column is indicated, please provide an indication of High, Medium, or Low development complexity in the "Customization Complexity" column. Costs of all extensions/customizations by process/functional area should also be noted separately in your Pricing Response.)

3 = We can meet this requirement by partnering with another third party solution. (If this column is indicated, please provide the name of the third party product in the "Comments" column.)

F = We can meet this requirement with a future release of our software. (If this column is indicated, please provide the version and timing of the release in the "Comments" column.)

N = No, we cannot meet this requirement.

2. For each line item, note the name of the module that will handle the required functionality in the "Module/Solution" column, so that SOH can align your module pricing to the requirements.

Core Requirements	
<i>Tab</i>	<i>Topic</i>
General Ledger	Allocations
General Ledger	Budget Control
General Ledger	Budget Control Reporting
General Ledger	Chart of Accounts
General Ledger	Commitment Accounting
General Ledger	Funds Control
General Ledger	General
General Ledger	GL Calendar
General Ledger	GL Consolidation
General Ledger	GL Data Types
General Ledger	GL Reporting
General Ledger	GL Reporting: Year End Reports
General Ledger	GL Reporting: Year End Reports - CAFR
General Ledger	GL Structure
General Ledger	GL: Period End/ Year End
General Ledger	Inquiries
General Ledger	Inter/Intracompany
General Ledger	Journal Entry
General Ledger	Journal Entry/ Other GL Transactions
General Ledger	Multiple Ledger Structure
General Ledger	Other
General Ledger	Period End
General Ledger	Reconciliation
General Ledger	Trust and Agency Reporting
Encumbrances	Encumbrance Accounting
Accounts Payable	AP Inquiries
Accounts Payable	AP Reports
Accounts Payable	Checks
Accounts Payable	Interface
Accounts Payable	Invoice Matching
Accounts Payable	Invoice Processing
Accounts Payable	Legal Compliance
Accounts Payable	Payments
Accounts Payable	Taxes
Accounts Payable	Vendor Portal
Accounts Payable	Vendor Processing
Accounts Receivable	Customer Data
Accounts Receivable	AR Inquiries
Accounts Receivable	AR Reports
Accounts Receivable	Cash Processing and Remittances
Accounts Receivable	Collections
Accounts Receivable	Customer Portal
Accounts Receivable	Customer Processing
Accounts Receivable	Disputes
Accounts Receivable	General
Accounts Receivable	Interface
Accounts Receivable	Invoice Generation
Accounts Receivable	Invoice/Journal Processing
Accounts Receivable	Management of AR
Accounts Receivable	Reporting
Cash Management	Bank Reconciliation
Cash Management	Cash Book
Cash Management	Cash Deposits/ Receipts
Cash Management	Cash Forecasting
Cash Management	Cash Management
Cash Management	Cash Projections
Cash Management	Compliance
Cash Management	Debt and Investment Management
Cash Management	Donations
Cash Management	Forecasting
Cash Management	General
Cash Management	Interest Earnings Allocation
Cash Management	Interface
Cash Management	Loans - Internal
Cash Management	Reporting
Cash Management	Reporting - Donations
Purchasing	Inquiries
Purchasing	Policy & Compliance
Purchasing	Purchase Order Processing
Purchasing	Purchasing Card (pCard)
Purchasing	Reports
Purchasing	Requisition Processing
Purchasing	Vendor Master

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
2	Allocation of GL account balances based on balances in other accounts or account groups	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
3	Allocations may include weighting factors/driver data (for example, units sold) held as statistical data	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
4	Allocations may be chained together into linked routines	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
5	Allocations may be run in "what if" mode to view results before creating postings	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
6	Allocations create journals and audit trail	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
7	Allocation functionality that supports activity-based costing principles by creating cost pools that can be allocated to other cost objects or revenue sources based on cost drivers	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
8	Ability to store allocation results as a different data type	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
9	The system shall provide the ability to control budgets (e.g., allotments) or spending plans at the lowest organizational level, based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
10	The system shall provide the ability to establish multiple levels of budget expenditure and allotment control, based on user-defined criteria (e.g., at any level of the organization structure, at any level of the program structure, setup to sequentially check multiple criteria), with the ability to override based on user-defined authorization.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
11	The system shall provide the ability to submit, track, and process allocation adjustments, by adjustment type, with required supporting documentation, based on user-defined authority and other user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
12	The system shall provide the ability to develop, modify, and reconcile allocations, by any level of the accounting code structures (e.g., organization, program, object, fund/appropriation), with annotations/comments, at any point in time.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
13	The system shall provide the ability to track allocations, actual versus budgeted, for any point in time (e.g., month, quarter, year-to-date), based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
14	The system shall provide the ability to identify types of allocations based on user-defined criteria (e.g., one-time, limited term, on-going).	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
15	The system shall provide the ability to perform budget adjustments and transfers to an approved budget, affecting multiple fiscal year budgets, and to distinguish the amounts from the original budget/revised budget iterations.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
16	The system shall provide the ability to identify pending budget revisions, based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
17	The system shall provide the ability for real-time comparison of budget to actual performance by any level/combinations within the organizational structure (e.g. department, office, district), program structure, and other classification structures, such as project or grant structure.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
18	The system shall provide the ability for online budgetary controls of expenditures and revenues, based on funds availability, appropriation availability and cash balances, based on user-defined criteria (e.g., multi-year appropriations).	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
19	The system shall provide the ability for automated warnings or blocks when users approach budget thresholds, based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
20	The system shall provide the ability to prepare a budget analysis based on any user-defined period (e.g., calendar year, accounting fiscal year, budget fiscal year, grant/project year).	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
21	The system shall provide the ability to establish user-defined budgetary and cash controls based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
22	The system shall provide the ability to track appropriation balances, based on user-defined criteria including, but not limited to: fund, organization structure, program structure, object, project, sub-project, grant, accounting fiscal year, budget fiscal year, and calendar year.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
23	The system shall provide the ability to track appropriation details including, but not limited to, fund, fiscal year, and encumbrance availability.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
24	The system shall provide the ability to automatically update fund and cash balances, based on revenues and expenditures and other user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
25	The system shall provide the ability to track, maintain and report on expenditure, pre-encumbrance/encumbrance, receipt/revenue transactions, and fund balances, based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
26	The system shall provide the ability to identify cash balances, based on user-defined criteria (e.g., monthly time period).	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
27	The system shall provide the ability to prevent negative cash balances at the fund level unless negative cash balances are properly authorized.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
28	The system shall provide the ability to prevent negative appropriation balances at any user-defined appropriation level, unless negative appropriation balances are properly authorized.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
29	The system shall provide the ability to track budgetary transactions, by budget iteration, based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
30	The system shall provide the ability to track multi-year appropriations during the fiscal year, and at year-end to roll the appropriation balances forward.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
31	The system shall provide the ability to override budget controls during processing, based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
32	The system shall provide the ability to access/view the current available balance for appropriations and unrealized receipts/revenues.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
33	The system shall provide the ability to classify and track budgets based on user-defined criteria.	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
34	The system shall provide the ability to select multiple alternative approaches to the disposition of encumbrances outstanding at the end of the budget period, based on user-defined criteria, including but not limited to:	Budget Control						Proposed SAP ERP/Financial Operation Cloud Suite
35	Reestablish prior-period encumbrances	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
36	Extend budget for encumbrance	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
37	Maintain open encumbrance for liquidation (in accordance with legal provisions)	Budget Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
38	The system shall provide the ability to select a specific account or range of accounts/segments (contiguous and noncontiguous) and report account activity by user-defined categories and parameters.	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
39	The system shall provide the ability to generate the following reports, based on user-defined time period (e.g., point in time, monthly, quarterly, fiscal year end, inception to date), by user-defined criteria, by user-defined formats, including but not limited to:	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
40	Expenditure/Expense Summary - by fund, by appropriation, by any level in organization structure (e.g. department, office, district), by any level in the program structure, activity, function, object (including original budget, revised budget, percentage of revised budget used and actual expenses for MTD and YTD), inception to date, budget category, and other user-defined parameters.	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
41	Revenue Recap Summary by fund, by source, by any level in the organization structure (e.g. department, office, district), by any level in the program structure, function and object (including totals), MTD and YTD, original budget, revised budget and percent of annual budget realized and other user-defined criteria, including time frames.	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
42	Revenue Accounts Transaction Report (including revenue budget and receipts for MTD and YTD) and other user-defined criteria, including time frames.	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
43	The system shall provide the ability to generate reports on revenue and expenditure (actuals and budgeted), encumbrances and pre-encumbrances, for all appropriations and funds, based on user-defined criteria (e.g., organization structure, program structure, project structure).	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
44	The system shall provide the ability to generate detail budget reports, by individual budget adjustments (iterations), by total budget adjustments, by any level within the organizational structure (e.g. department, office, district) or program structure, based on user-defined criteria.	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
45	The system shall provide the ability to generate reports on revenue and expenditures/expenses, by fund, by appropriation, by any level in the organizational structure, by any level in the program structure, by account, and by any other user-defined criteria.	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
46	The system shall provide the ability to generate a report on outstanding pre-encumbrances and encumbrances, based on user-defined criteria (e.g., by Appropriation).	Budget Control Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
47	The system shall provide the ability to meet the requirements of the State Uniform Accounting Code and the State departments/agencies.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
48	The system shall provide the ability to accumulate budgets, revenues or expenditures at any attribute associated with the organizational structure or program structure, project structure, GL account, or other classification structure.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
49	The system shall provide the ability to define a GL account number structure and rules (segments), which includes user-defined hierarchies (e.g., summary, statistical, and suspense accounts) and a roll-up feature that allows multiple levels of hierarchy, based on user-defined criteria.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
50	The system shall provide the ability to capture user-defined attributes for chart of account codes.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
51	The system shall provide the ability for accounts to roll up into subtotals in sub-account levels.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
52	The system shall provide the ability to block any entries into user-defined sub-accounts (e.g., object of expenditure) that have been defined as inactive.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
53	The system shall provide the ability to validate the account code combinations at the time of data entry.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
54	The system shall provide the ability to define alphanumeric account segments and codes.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
55	The system shall provide the ability to define account summarization across non-standard hierarchy (e.g., multiple attributes on codes, such as object of expenditure, so that detail can be summarized with multiple groupings).	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
56	The system shall provide the ability to make Chart of Account codes active or inactive, as of specified/effective dates (including future years), with the ability to reopen closed accounts based on user-defined security and parameters.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
57	The system shall provide the ability to reserve blocks of coding fields for specified uses.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
58	The system shall provide the ability to report consolidated organizational or functional values based on user specifications (e.g., summarize values for multiple agencies in one report, drill on originating journal entry and subledger transactions).	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
59	The system shall provide the ability to allow for configuration of organization segments with the flexibility that allows for other user defined configurations	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
60	The system shall provide the ability to make Chart of Account codes active, as of specified dates (including future years) for budgetary purposes, while leaving the codes inactive for accounting and financial reporting purposes.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
61	The system shall provide the ability to group or consolidate account activity by fund, appropriation, revenues, expense and expenditure type for GAAP reporting, budget reporting, or ad hoc reporting.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
62	The system shall provide the ability to re-open an inactive account with appropriate security.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
63	The system shall provide ability to copy or re-create accounts (e.g., rollover accounts from old to new year) including the ability to exclude specific accounts.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
64	The system shall provide the ability to flag closed accounts for identification.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
65	The system shall provide the ability to restrict posting to certain active accounts.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
66	The system shall provide the ability to add, delete (e.g., with no transactions; no pending transactions) or deactivate accounts including accounts by fund and/or organization, based on user-defined criteria.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
67	The system shall provide the ability to view the account balance at the time of transaction entry.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
68	The system shall provide online help that includes but is not limited to: displays data field definitions for user-entered fields, including chart of accounts; and provides ability to view coding previously used for similar transactions.	Chart of Accounts	X					Proposed SAP ERP/Financial Operation Cloud Suite
69	System identifies approved accounts payable (AP) invoices as commitments	Commitment Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite
70	System identifies approved purchase orders (POs; if purchasing module is provided) as separate commitments from AP invoices	Commitment Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite
71	System identifies approved requisitions (if purchasing module is provided) as separate commitments from AP invoices and approved POs	Commitment Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
72	Ability to generate accrual journals from committed items	Commitment Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite
73	Allow multiple general ledger account distributions throughout all transaction processing	Commitment Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite
74	Ability to hold approved budget amounts against hierarchy node values	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
75	Ability to hold approved budget amounts against GL accounts	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
76	Ability to hold approved budget amounts against user-defined groups of GL accounts	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
77	Budget funds may be transferred between accounts/account groups/summary values with appropriate audit trail (for example, budget transfer journals)	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
78	Online available funds checking for GL journal entry and AP invoice entry	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
79	User-defined journal/invoice warning/rejection tolerances	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
80	Available funds checking performed against remaining annual budget	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
81	Available funds checking at multiple levels (check at account level first, then at user-defined summary level)	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
82	Ability to roll forward unused budgets into next budget year	Funds Control	X					Proposed SAP ERP/Financial Operation Cloud Suite
83	The system shall provide the ability for fund, appropriation and encumbrance accounting.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
84	The system shall provide the ability to concurrently support multiple accounting bases including cash, budgetary accounting, modified accrual, and full accrual, based on user-defined parameters and instantaneously upon demand by the end user	General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
85	The system shall provide the ability to configure the fund structure and the ability to categorize funds by classification, type and fund source, as required to meet Generally Accepted Accounting Principles (GAAP) and Government Accounting Standards Board (GASB), State of Hawaii departments/ agencies, and other user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
86	The system shall provide the ability to classify transactions and events based on user-defined criteria, including but not limited to:	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
87	Basis of accounting (cash vs. modified accrual vs. full accrual)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
88	Financial reporting entity (primary government vs. component unit)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
89	Fund Basis vs. Government-wide	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
90	GAAP/GASB	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
91	Other user-defined criteria	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
92	The system shall provide the ability to flexibly reorganize organizational structure (e.g. department, office, district, location), program structure, project structure, object of expenditure, and other structures.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
93	The system shall provide the ability to classify account type based on user-defined criteria (e.g., asset, liability, fund balance, revenue, expenditure, reimbursement).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
94	The system shall provide the ability to update and maintain the accounting classification structure (e.g., organizational structure, program structure, project structure, object of expenditure, or any other user-defined classification structure) based on effective date.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
95	The system shall provide the flexibility to add/modify fields to the existing accounting classification structure without programming (e.g., organizational structure, program structure, project structure, object of expenditure, or any other user-defined classification structure).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
96	The system shall provide the ability to establish system validation rules, which will provide validation of accounting classification structures (e.g., organizational structure, program structure, project structure, object of expenditure, or any other user-defined classification structure).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
97	The system shall provide the ability to drill up or down on-line, on any transaction, account or batch within the system, to view various levels of detail, based on user-defined criteria (e.g., any level of the program or organization structure; from GL to source document in originating module).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
98	The system shall provide the ability to query accounts, history and related transactions, and other pertinent information (e.g., source documents, such as journal and payment vouchers), based on user defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
99	The system shall provide the ability to export the results of all queries, drill downs/ups and reports to MS Excel and to save in user-defined formats (e.g., pdf).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
100	The system shall provide the ability to track transactions, based on user-defined criteria (e.g., accounting period, accounting fiscal year, calendar year, grant/fund year, fund, appropriation, program structure, organization structure, project/project period, receipt date, posting date, multiple calendars).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
101	The system shall provide the ability to identify transactions by originator, by unique grant identifier, by unique project identifier, and by other unique user defined identifiers.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
102	The system shall provide the ability to track type and source of revenues based on user-defined criteria (e.g., by program structure, by organization structure, by receipt code).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
103	The system shall provide the ability to access and display the account and appropriation balances on-line for all open expenditure years (e.g., current year; prior year) in summary and all detail.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
104	The system shall provide the ability to maintain expenditure clearing account(s) and distribute the detailed transactions to applicable funds, appropriations and programs on a user-defined basis (e.g., daily, weekly, monthly).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
105	The system shall provide the ability to automatically distribute expenditures from clearing account to multiple accounts based on predefined criteria, with ability to override, subject to required approvals.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
106	The system shall provide the ability to display and report GL data at various levels of detail in support of mandated reports (e.g., fund, appropriation, organization levels, revenue, expenditure, grant source, project, program, and GL codes).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
107	The system shall provide the ability to display the variance between actual and budgeted expenditures (e.g., salaries).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
108	The system shall provide the ability to track actuals versus accruals, based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
109	The system shall provide the ability to process sub-system transactions with automatic postings to the GL detail and control accounts.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
110	The system shall provide the ability to identify all subsystem entries posted to the GL.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
111	The system shall provide the ability to track and report on the costs associated with programs or projects based on user-defined activities (i.e., Activity-Based-Costing) and other user-defined criteria (e.g., goals).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
112	The system shall provide the ability to accumulate budgets, revenues/receipts, transfers, bonds, federal funds, or expenditures at any attribute (or combination of attributes) associated with the account or organizational structure over multiple years (a minimum of ten years in production, indefinite archive)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
113	For capital outlay projects and other user-defined, long-term projects, the system shall provide the ability to accumulate budgets, revenues/receipts, transfers, bonds, federal funds, or expenditures at any attribute associated with the account or organizational structure, by project structure, by phase, over multiple years (a minimum of fifteen years in production).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
114	The system shall provide the ability to maintain and present budget expenditure data by organizational unit (e.g., by department, by office, by district, based on user-defined format, based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
115	The system shall provide the ability to maintain detailed or summary budget and expenditure information for salaries and benefits, including but not limited to: position, bargaining unit, employee, earnings, fund, program, project, or and organizational structure.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
116	The system shall provide the ability to establish funds and track all activity associated with that fund (revenues, expenditures, adjustments, proposals) across organizational unit based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
117	The system shall provide the ability to import data from legacy and feeder systems (e.g., tax administration) based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite
118	Supports 13-period calendar	GL Calendar	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
119	Supports financial consolidation across legal entities/business units with revaluation/translation processing	GL Consolidation	X					Proposed SAP ERP/Financial Operation Cloud Suite
120	Supports consolidation of legal entities with different accounting calendars	GL Consolidation	X					Proposed SAP ERP/Financial Operation Cloud Suite
121	Supports consolidations across legal entities with dissimilar charts of accounts	GL Consolidation	X					Proposed SAP ERP/Financial Operation Cloud Suite
122	Inter/intracompany account balancing with automatic generation of balancing entries	GL Consolidation	X					Proposed SAP ERP/Financial Operation Cloud Suite
123	Support for multiple data types (for example, actual, budget and statistical)	GL Data Types	X					Proposed SAP ERP/Financial Operation Cloud Suite
124	Double-entry controls may not be required on certain data types (for example, statistical or budget data)	GL Data Types	X					Proposed SAP ERP/Financial Operation Cloud Suite
125	The system shall provide the ability to generate fund and appropriation reports at the summary and detail level, based on user-defined parameters (e.g., FIFO, non-FIFO).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
126	The system shall provide the ability to generate allotment reports, including transaction activity and balances, based on user-defined criteria.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
127	The system shall provide the ability to generate a report of financial transactions for external audit purposes, by user-defined time period, based on user-defined criteria (e.g., generation of random sample of transactions).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
128	The system shall provide the ability to generate an archive of all financial transactions in a detail transaction file for financial reporting based on user-defined criteria (e.g., transaction type).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
129	The system shall provide the ability to report account balances/fund balances, based on user-defined criteria.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
130	The system shall provide the ability to generate a report of revenue and expenditure (summary or detailed) transactions, by any level	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
131	The system shall provide the ability to report by fund, appropriation, organization structure (e.g. department, office, district), program structure, object, project, activity, revenue or by any user-defined data field and parameters.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
132	The system shall provide the ability to run system integrity/exception reports (e.g., batches out of balance, batches with no headers, intradepartmental accounts out of balance, override transactions), based on user-defined criteria (e.g., on daily, weekly, or monthly basis).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
133	The system shall provide the ability to generate the following reports, based on user-defined criteria, including but not limited to the following:	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
134	Chart of Accounts and Definitions by Fund, by Appropriation, by Organization Structure (any level), by Object Code or Account Ranges	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
135	Listing of Closed Accounts	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
136	Detail Expenditure/Expense Transaction List (including beginning balance and expenditures/expenses for each expenditure/expense account for MTD and YTD) and inception to date.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
137	GL transaction detail report including beginning balance, debit amount by date, date of credits and amount, relevant references, and ending balance as of a specified date	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
138	GL, which includes summary of transactions, by user-defined criteria (e.g., batch type, activity, fund), for user-defined time period (e.g., monthly, month to month with YTD totals).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
139	The system shall provide the ability to generate a report of financial transactions listed by user-defined parameters (e.g., date, organization structure, accounting period, program, project, source, account).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
140	The system shall provide the ability to generate reconciliation reports of transactions posted to the General Ledger, based on user-defined criteria.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
141	The system shall provide the ability to generate a reconciliation report of transactions posted in enterprise-wide ERP and to external financial systems including transactions recorded for financial reporting purposes only	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
142	The system shall provide the ability to generate edit reports for all batch entries, including but not limited to, journal entries, receipts, payroll, payables, checks and budget entries.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
143	The system shall provide the ability to generate reports of daily transactions entered, based on user-defined criteria (e.g., by organization structure, by program structure, by project structure).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
144	The system shall provide the ability to generate audit trail reports, with the ability to drill down to the individual transactions or print activity totals by user-defined criteria (e.g., date, transaction type).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
145	The system shall provide the ability to print comparative revenue and expenditure/expense statements using different periods (e.g., current year nine month period to entire prior year, or to same or different nine month period in the prior year).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
146	The system shall provide the ability to generate reports, based on user-defined criteria, including but not limited to:	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
147	The ability to produce reports that include columns with individual funds/sub-funds combining totals of the individual funds/sub-funds for the current period and combining totals of the individual funds/sub-funds for prior periods based on user-defined parameters.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
148	The ability to produce individual lines that equal individual accounts, combined accounts (contiguous or non-contiguous), etc.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
149	The ability to produce various subtotal and total lines throughout the reports, as needed.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
150	The ability to have an option for organizational structures, which have been reorganized, to link data for current organization structure with that from structure prior to reorganization, for financial reporting purposes.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
151	The ability to link specific accounts, totals of accounts, and other information on the general ledger to notes to financial statements.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
152	The system shall provide the ability to copy and modify existing financial statements, based on user-defined criteria (e.g., for use with new funds) and authorization.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
153	The system shall provide the ability to set up an unlimited number of customized report profiles, based on user-defined criteria (e.g., all of the reports, statements, and charts that the department runs for a specific fund and for the CAFR).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
154	The system shall provide the ability to choose collation sequences and quantities for standard reports, financial statements and transmittal letters.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
155	The system shall provide the ability to design financial statements and reports with an easy to use row and column matrix similar to Windows-based spreadsheet tools.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
156	The system shall provide the ability to select from a variety of printing options to customize documents for each of the funds and financial statements.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
157	The system shall provide the ability to produce comparative reports, including comparing a wide variety of current periods and prior periods.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
158	The system shall provide the ability to do multi-level comparative reporting, with the option to print each key organization, division, program, fund and other levels side-by-side on the same report.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
159	The system shall provide the ability to format transmittal letters, cover sheets and tables of contents that can be copied and modified, from one fund to another fund and to add financial notes and comments.	GL Reporting					X	Proposed SAP ERP/Financial Operation Cloud Suite
160	The system shall provide the ability to communicate financial/budget information by illustrating trends and fluctuations through the use of graphs and other visual information.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
161	The system shall provide the ability to produce monthly appropriation reports which identify appropriations, allocation, reallocations, expenditures, reimbursements, encumbrances and unallocated available balances.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
162	The system shall provide the ability to produce monthly cash and appropriated and unappropriated receipts/revenue reports in order to effect complete reconciliation based on user-defined criteria and workflow (e.g., reconciliation between department reports with DAGS financial statements).	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

General Ledger			One Response per Requirement (Offeror Use Only)					Module / Solution
ID#	Requirements	Topic	Y	C	3	F	N	
1	Allocation of GL account balances by fixed/flexible percentages	Allocations	X					Proposed SAP ERP/Financial Operation Cloud Suite
163	The system shall provide the ability to report on indirect costs and related distribution to direct programs and/or organizational units at any level of the organizational and program hierarchy.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
164	The system shall provide the ability to generate balance sheet and operating statements at any point in time, based on user-defined criteria.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
165	The system shall provide the ability to generate a report of organizational structure and codes.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite
166	The system shall provide the ability to generate a prior year appropriation report, which displays a summary of transaction activity, from inception of appropriation to the end of the prior year.	GL Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite

Encumbrances			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	The system shall provide the ability to automatically pre-encumber funds via purchase requisition/contract request document based on user-defined criteria/thresholds.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Funds management in the public sector solution provides for the automatic encumbrance of purchase requisitions, purchase orders, etc.
2	The system shall provide the ability to automatically encumber funds via purchase order (including blanket orders)/contract transaction, for multiple line items, based on user-defined criteria/thresholds and approvals.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Purchase order automatically encumbers funds in the Proposed SAP SOLUTION
3	The system shall provide the ability to check available funds for transactions, based on user-defined criteria (e.g., fund, allocation, allotment).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Budget availability control checks can be configured to check at the line item detail or at a rollup using a hierarchical object
4	The system shall provide the ability to validate account classification values (i.e., organization, program, object, fund, appropriation).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Account validation is native functionality in the Proposed SAP SOLUTION
5	The system shall provide the ability to display a warning message and/or stop the transaction if appropriations/budget authority are unavailable/insufficient, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Budget availability control have configurable thresholds for warning / error messages
6	The system shall provide the ability to pre-encumber and encumber funds for the future fiscal year before the current fiscal year closes or before enactment of the new fiscal year budget, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Pre-encumber and encumber funds in the future fiscal year will require periods to be open. This will also require a budget is created for this future spending.
7	The system shall provide the ability to liquidate a pre-encumbrance and encumber funds automatically when a purchase document is generated from a purchase requisition.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is a standard functionality to release purchase requisition encumbrance once a purchase order is created
8	The system shall provide the ability to liquidate a future fiscal year pre-encumbrance/encumbrance when the future fiscal year becomes the current fiscal year, and to establish a current year encumbrance.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Creating a future year encumbrance requires that the periods are open for postings. Once the period is open, there is no additional step required when a future encumbrance gets converted to the current encumbrance year. It will simply encumber funds in the current year.
9	The system shall provide the ability to automatically modify encumbrances at the purchase order/contract line item level, based on purchase order/contract document changes (e.g., decreases/increases in item quantity and/or dollar amount, cancellations/back orders, returns).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		When purchase order are modified the Proposed SAP SOLUTION automatically adjust the encumbrance amount
10	The system shall provide the ability to cancel an entire or partial purchase document (e.g., PO) and to automatically liquidate the encumbrance.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality for closing purchase orders
11	The system shall provide the ability to roll outstanding encumbrances (e.g., PO, contract) to any fiscal year and liquidate old encumbrance in prior years, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Purchase order carryforward is a standard functionality. Once it is carried forward there is no remaining encumbrance in the previous year as it is now encumbering funds in the new fiscal year
12	The system shall provide the ability to track encumbrance liquidation, by user-defined payment type (e.g., procurement card, direct transfer, claim schedule, expense advance, cancellation).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		The system automatically liquidates encumbrances based on the transaction. Each transaction is represented by value types
13	The system shall have the ability to automatically encumber for taxes, based on multiple shipping destinations and different tax rates.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Each line item of the purchase order will require separate pricing conditions to include taxes based on separate shipping destinations. The amount will automatically for that line item will encumber the total value of the line item.

Encumbrances			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
14	The system shall provide the ability to automatically encumber for shipping & freight charges, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Freight charges are normally a different vendor and a separate PO can be created for the freight vendor. Shipping charges are entered as a separate line in the purchase order
15	The system shall provide the ability to validate the coding of manually entered, adjusted and liquidated encumbrances based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Account validation is native functionality in SAP
16	The system shall provide the ability to set a percentage threshold for the payment of encumbrances overages, with approvals to override, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Tolerance levels are configurable in SAP. Overrides are only allowed based on end user security roles
17	The system shall provide the ability to track encumbrances and encumbrance history, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Change documents are maintained for all encumbrances. This will provide old and new information.
18	The system shall provide the ability to track encumbrances by multi-year contracts, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Encumbrances can be tracked in multiple years
19	The system shall provide the ability to generate encumbrance reports, based on user-defined criteria (e.g., vendor, any level within accounting classification, purchase document number).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Embedded Operational Reporting provides the capability for real time data information gathering
20	The system shall provide the ability to manually enter, adjust, correct, and liquidate an encumbrance, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Encumbrances are automatically liquidated when a transaction is posted against it. For example, a goods receipt will release the
21	The system shall provide the ability to track the total amount of encumbrance liquidations by user-defined code, organizational unit, by program, by fund, by appropriation, by object of expenditure code, by fiscal year, and by other user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Embedded Operational Reporting provides the capability for real time data information gathering
22	The system shall provide the ability to identify and calculate amount available for disencumbrance, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		The Proposed SAP SOLUTION provides the remaining balance in any encumbrance
23	The system shall provide the ability to identify all or partial encumbrances as obligations for year end reporting.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Embedded Operational Reporting provides the capability for real time data information gathering
24	The system shall provide the ability to roll over the balance of encumbrance for continuous appropriations in the new fiscal year, based on user-defined criteria.	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		The transaction code to roll over purchase order will identify the residual balance of the encumbrance
25	The system shall provide the ability for "mass closing"/full liquidation of purchase orders/contracts based on user-defined criteria (e.g., allow for authorized exceptions, such as contracts greater than 5 years old approved by Comptroller).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite		There is a standard transaction code within the Proposed SAP SOLUTION to mass close purchase order.
26	The system shall provide the ability to encumber payroll based on user-defined criteria (e.g., casual pay for July 5th payroll).	Encumbrance Accounting	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Integration Cloud Suite	M	To encumber payroll, the State's 3rd Party PeopleSoft Payroll System must provide the information through an interface to generate the payroll encumbrance postings. Once the information is acquired the Proposed SAP SOLUTION will generate a funds reservation document to post a payroll encumbrance.

Accounts Payable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	Vendor search by any part of the name	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard report as well as SAP Fiori cross functional search feature.
2	Vendor search by address	AP Inquiries	X					Proposed SAP ERP/Financial		Standard report, See #1.
3	Vendor-aged balance inquiry, showing balances broken down by user-defined aging periods with drill down into invoice detail from balances	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard report, includes text-based results and graphical results and is exportable. Also included in cross functional search feature.
4	All online inquiries allow drill down to invoice image	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		If the image is included on the invoice, then it can be accessed via drill down.
5	Online drill-down to purchase order details	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality, including when a single invoice references multiple different PO line items.
6	Invoice search by part of invoice number	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Includes partial, greater than, less than, between to, contains and other search criteria. Also included in cross functional search feature.
7	Invoice search by amount	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard in several invoice related reports and included in cross functional search feature.
8	Invoice search by date	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard in several invoice related reports and included in cross functional search feature.
9	Check search by check number	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard search in the check register
10	Check search by amount	AP Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard search in the check register
11	Monthly Invoice register	AP Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard search in the check register
12	Account details by vendor	AP Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard vendor search
13	Monthly check register by account	AP Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard search in the check register
14	Overdue invoices	AP Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard report, includes text-based results and graphical results and is exportable.
15	Invoice batch report	AP Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Presuming this refers to batches of checks and the associated invoices
16	Prints checks from multiple bank accounts	Checks	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard
17	On-demand check register for bank replenishment	Checks	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard check register functionality
18	Interface with a central processing agency to produce checks	Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	LSI will work with the processing agency to develop the interface.
19	Ability to download transactions on a daily basis from other processing systems for direct payment	Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	LSI will develop an interface to receive and process these payments

Accounts Payable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
20	Ability to import purchase order (PO) data from external purchasing systems	Invoice Matching		X				Proposed SAP ERP/Financial Operation Cloud Suite	L	While it is possible to import Purchase Orders from external purchasing systems, SAP Best Practice and LSI do not recommend this approach. If a commitment is required for the PO, then a funds reservation can be created in S/4 and the invoice paid against the funds reservation. Otherwise, the invoice data is used to create a payment request in S/4. Once the separate RFP for a cloud based procurement solution is finalized, focus on integrating that singular solution with S/4 and encourage user adoption of the new procurement system.
21	Two-way matching (invoice to PO) against PO data (if vendor has its own purchasing functionality) or imported PO data	Invoice Matching	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	This is available when the purchase order originates from the S4 system
22	Ability to match AP invoices with POs imported from external purchasing system	Invoice Matching	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is available when the purchase order originates from the S4 system
23	Mismatch conditions with user-defined tolerances with automatic warning/hold	Invoice Matching	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is available at the point of invoice creation based on configured rules
24	Automatic release of mismatched invoices for payment when updated PO details are entered or imported into the system	Invoice Matching	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP standard transaction MRBR to release block invoices
25	Ability to process approved invoices for payment before the due date	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Processing of approved invoices before due date requires changing payment terms to pay immediately
26	Ability to configure flexible workflows for delegation of authority for invoice approvals	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard Functionality within the Proposed SAP SOLUTION
27	Online entry of invoices	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
28	Invoices can be imported electronically based on specified import formats (e.g., PDF, XML etc.).	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Invoice scanning will be handled via OpenText. Direct Invoice integration with vendors via cXML requires an additional interface.
29	System supports debit/credit memos	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		standard functionality
30	Invoices may be entered in batches	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		standard functionality using Invoice Interface referenced above.
31	System defaults line item details automatically from purchase order (PO), where vendor provides procurement functionality	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Applies when the Purchase Order is created in the S/4 system
32	System highlights duplicate invoice numbers from the same vendor	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
33	Supports freight charge processing	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

Accounts Payable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
34	System allows multiple GL distributions per invoice line item	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
35	GL distributions may be split by percentage	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
36	GL distributions may be split by amount	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
37	GL distributions may be split by quantity	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
38	The system permits a user to establish and maintain recurring invoices and includes these items in cash requirements reporting (for example, rent)	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
39	Integrated invoice scanning capability with optical character recognition (OCR)	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Invoice scanning will be handled via OpenText.
40	Invoices are routed to multiple approvers using workflow capabilities in the system	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This can be accomplished through SAP workflow
41	Users can attach comments to the invoice	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality Comments can be incorporated in the workflow design or comments can be added directly to the invoice.
42	Invoice electronic record (e.g., PDF, XML file) may be attached to and viewed from transaction record	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard Functionality within the Proposed SAP SOLUTION
43	Invoices may be entered to future accounting periods while current period is open	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		If the future period is open for posting then you can create an invoice to post to a future period
44	Ability to put approved invoices on hold; query to determine invoices on hold	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Invoices can put on park status and reporting is available for parked documents
45	Invoice due date and payment discount terms determine when an item is selected for payment and user overrides are allowed	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
46	System allows the calculation of interest rates (predetermined by user) on overdue invoices	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
47	Can process late payment charges if accepted	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		standard functionality and accounting posting information to be determined during design
48	Capability to support vendor rebate accounting; payment discounts are calculated automatically once vendor invoice terms and conditions input	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
49	Provide a tool to receive goods and track them against POs already in the system (without requiring implementation of an inventory management module)	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
50	Three-way matching (invoice to PO and goods received) against PO data (if vendor has its own purchasing functionality) or imported PO data	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
51	E-signature workflow integration to enable invoices to be routed to the appropriate SOH staff members for review and signoff approval	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This is done through SAP workflow

Accounts Payable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
52	Mobile app approval of a payable, with configurable workflow to enable centralized approval of payment/ future payment date based on terms	Invoice Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Fiori app is available for invoice approval. Allowing for minor adjustments to the Fiori app with the Medium Customization.
53	Ability to select 1099 payments based on Vendor Master profile and electronically submit to the IRS	Legal Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite		standard functionality
54	Ability to accept an inbound 1099 payment transaction file from another application and merge with the current file for submission	Legal Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Will require an interface to merge 1099 payment transaction from other 3rd party systems
55	Ability to make changes after the initial submission and electronically submit to the IRS	Legal Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite		
56	Positive Pay - provide an outbound file of payment transactions to a financial institution prior to issuance of payment checks and direct deposits	Legal Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard functionality but requires minor layout adjustments specific to each bank.
57	System supports direct payment of invoices (i.e., without a purchase order record)	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
58	System provides ability to require specific attachments (e.g., receipt, HCE compliance, etc.) before releasing payments	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard functionality but this requires a low complexity customization to trigger the message to provide the attachments based on HI specific requirements.
59	Supports the ability for field processors to send invoices direct to check payment without central processing approval	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Invoice processing and check runs are 2 different transactions and it can be done in the same location and without approvals. However, segregation of duties require that 2 different users execute these transactions.
60	System supports ACH payments	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality
61	System supports open item processing	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality; daily process
62	User may choose to take the payment discount even though the due date has expired	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality
63	Individual invoices may be flagged to prohibit payment on the next check run	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Invoice blocking is standard functionality
64	Individual invoices may be selected for early payment	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality
65	User may select to pay invoices based on due date	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard functionality. Again, note that identifying the invoice for payment and actually generating the payment are two separate events.
66	User may select to pay invoices based on vendor	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
67	User may select to pay invoices based on invoice number ranges	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
68	User may choose multiple invoices for payment on one check and/or one invoice per check	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

Accounts Payable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
69	Capability to stop payment on checks (for example, checks outstanding longer than six months) and initiate escheat process based on check void date	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
70	System supports manual payments	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		This can use a non-PO based invoice or simply manually creating a payment document.
71	Online payment run preview that allows users to deselect items from the payment run before producing checks	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
72	Payment runs may be restarted with appropriate check number sequence controls (including voiding damaged checks)	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
73	Payments may be made by one legal entity/business unit on behalf of other legal entities/business units (centralized payment processing 'DAGS')	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
74	Ability to pay without an invoice (evaluated receipts settlement)	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		ERS is standard functionality and can be enabled for a vendor. This process also ensures a three-way match (PO to Goods Receipt to Invoice) are enforced.
75	System supports electronic funds transfer (EFT) based on vendor preference with email communication to vendor	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Vendor payment method is maintained in the vendor master record
76	Automated notifications/alerts may be generated and routed to the appropriate staff member(s) when payments due dates are approaching on open invoices	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		Use a report based on due dates and allow users access.
77	Payment timing for approved invoices may be automated based on contract terms (i.e., funds would be encumbered upon invoice approval, and the system would automatically disburse funds based on preconfigured business rules and payment due date calculations)	Payments	X					Proposed SAP ERP/Financial Operation Cloud Suite		for POs created in S/4, the encumbrance is associated with the PO and liquidated upon goods receipt. The invoice reflects the actual posting. If no Goods Receipt is required, the encumbrance is still associated with the PO
78	System supports State of Hawaii General Excise Tax (GET), including different rates between Oahu and Neighbor Islands	Taxes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
79	System supports GET exemptions	Taxes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
80	Taxes calculated at invoice line level and compared to net/tax/gross at header level	Taxes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
81	Tax rate changes may be entered in advance of actual date of change	Taxes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
82	System has a portal for vendors to update their account details online; details to include payments (i.e. payment date, payment amount, check number, invoice number, etc.) and outstanding invoices	Vendor Portal	X					Proposed SAP ERP/Financial Operation Cloud Suite		Recommend using the vendor registration and vendor portal processes associated with the upcoming Procurement RFP. Otherwise, SAP offers the SAP Digital Supplier Network. Decision made as a part of the design process.
83	System has a portal for vendors to access their own account details	Vendor Portal	X					Proposed SAP ERP/Financial Operation Cloud Suite		Recommend using the vendor registration and vendor portal processes associated with the upcoming Procurement RFP. Otherwise, SAP offers the SAP Digital Supplier Network. Decision made as a part of the design process.

Accounts Payable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
84	System has a portal for vendors to interact with AP staff and correct/update invoice data	Vendor Portal	X					Proposed SAP ERP/Financial Operation Cloud Suite		Recommend using the vendor registration and vendor portal processes associated with the upcoming Procurement RFP. Otherwise, SAP offers the SAP Digital Supplier Network. Decision made as a part of the design process.
85	Multiple remits to address are available for a vendor	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Multiple remit to addresses are captured in SAP and the design process will determine where the vendor updates this information (S4 or Ariba)
86	Vendor records may be grouped into buy from/pay to relationships	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Vendor types are differentiated using roles in S4
87	Vendors may be grouped into multilevel hierarchical structures to represent parent/subsidiary relationships	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Vendor relationships can be maintained in S/4
88	Vendor hierarchy data may be imported from external source (for example, Dun & Bradstreet)	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Recommend using the vendor registration and vendor portal processes associated with the upcoming Procurement RFP to enable D&B integration. Decision made as a part of the design process.
89	Vendors may be assigned a payment priority	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality
90	Vendors may be put on hold	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Vendors may be blocked at several different levels such as payment blocks, no new purchases or full blocks.
91	System maintains a vendor monetary amount for individual transactions and overall balance (with warning/hold processing if invoices exceed these limits)	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
92	Support for one-time vendors	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		One time vendors will be handled in S4 and not included in the Ariba SLP area
93	Invoice entry defaults defined at vendor level (for example, terms code)	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
94	System support accounts payable (AP)/accounts receivable (AR) netting to calculate net vendor balance (can optionally be used in payment processing)	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
95	Supports specific vendor processing, such as minority vendor tracking	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		The end result of the vendor registration process, which includes capturing required characteristic values about the vendor is shared with S4 AP processes and additional tracking is also available in Ariba SLP
96	Ability to share vendor file between legal entities/business units (a vendor record does not have to be defined multiple times for each legal entity/business unit)	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Vendor master data is available across all users and processes in the SAP system
97	Vendors may be grouped/analyzed using coding elements that are separate from general ledger (GL) code segment values	Vendor Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		The collection of the data by which vendors are grouped is done in Ariba SLP and that information is also shared with SAP S4. SAP Ariba SLP also contains enhanced reporting capabilities for vendor data.

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	Ability to share customer file between legal entities/business units (a customer record does not have to be defined multiple times for each legal entity/business unit)	Customer Data	X					Proposed SAP ERP/Financial Operation Cloud Suite		A customer master record can be extended to multiple legal entities
2	System has a portal for customers to interact with collection agents and correct/update disputed and open items	AR Inquiries	X	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module	M	To facilitate this requirement, LSI will utilize the SAP Cloud Payments Application LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to facilitate this requirement
3	Customer search by any part of the name	AR Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard search is for all fields in the customer master data
4	Customer search by address	AR Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard search is for all fields in the customer master data
5	Customer aged balance inquiry, showing balances broken down by user-defined aging periods with drill-down into invoice detail from balances	AR Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP provides for a standard aging report 30/60/90/120. Displayed on USD based currency
6	Customer aged balance inquiry as above, but showing base currency balance analyzed by transaction currencies	AR Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP provides for a standard aging report 30/60/90/120. Displayed on USD based currency
7	Customer aged balances can be viewed by customer groups hierarchically online, with ability to drill through levels of detail online	AR Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting & Analytics Suite		The Proposed SAP SOLUTION provides for a standard aging report 30/60/90/120. Displayed on USD based currency. LSI will develop custom report configuration to facilitate the grouping.
8	Customer aged balance inquiry may be run at any level of the customer hierarchy	AR Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting & Analytics Suite		The Proposed SAP SOLUTION provides for a standard aging report 30/60/90/120. Displayed on USD based currency. LSI will develop custom report configuration to facilitate the grouping at the customer hierarchy
9	AR trial balance (receivable GL account balances analyzed by customers)	AR Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Trial Balance report is standard
10	Aging analysis analyzed by customer	AR Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		The Proposed SAP SOLUTION provides for a standard aging report 30/60/90/120. Displayed on USD based currency.
11	Overdue accounts report (all customers with items overdue by a user-specified period)	AR Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP provides for a standard aging report 30/60/90/120. Displayed on USD based currency. Grouping parameters to run the report will require an enhancement
12	Cash receipts register	AR Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash Journal is standard functionality
13	Ability to track AR in a standard manner across all, giving centralized visibility into system-wide AR, both in aggregate and in detail	AR Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting & Analytics Suite		AR tracking is standard in SAP and it is integrated with the general ledger. Tracking is done through reporting

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
14	Cash receipts and applications may be entered online	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
15	Cash receipts may be entered in batches	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
16	Cash receipts may be applied to open items directly from online entry screen	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
17	Supports credit card refunds	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
18	Automated electronic funds transfer (EFT) lock box processing	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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19	Supports automated clearing house (ACH) transfers	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
20	Supports credit card payments	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
21	Supports ACH debit/credit payments	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
22	Supports bills of exchange	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. You can better control the time of payment and manage cash flow thanks to simplified and secure processing of electronic payments. The following features are available: Make full or partials payments using credits, direct debits, credit cards, PayPal, or custom payment methods.
23	Cash application may be performed online with ability to select/deselect items and see remaining unallocated cash balance	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash application can be accessed online. The Proposed SAP SOLUTION will display the open items based on the customer master data
24	Cash receipts may be applied to invoices in multiple currencies with automatic write-off of exchange differences within user-defined limits	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Document currency is setup at the header level of a transaction. Cash application requiring multiple currencies will have to be done separately as each document can only accommodate one document currency

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
25	Automated cash matching by customer/invoice ID	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash application can be accessed online. The Proposed SAP SOLUTION will display the open items based on the customer master data
26	Automated cash matching by user-defined rules (for example, match by most overdue first)	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash application can be accessed online. The Proposed SAP SOLUTION will display the open items based on the customer master data
27	Users can create new financial measures and key performance indicators (KPIs), which are then available for inclusion in existing dashboards	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash application can be accessed online. The Proposed SAP SOLUTION will display the open items based on the customer master data
28	Automated cash application based on period balance	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash application can be accessed online. The Proposed SAP SOLUTION will display the open items based on the customer master data
29	Results of automated cash matching process may be viewed and amended online	Cash Processing and Remittances	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash application can be accessed online. The Proposed SAP SOLUTION will display the open items based on the customer master data
30	System supports partial payments	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash applications can be done in full or partial payments
31	User-defined statement formats	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Within the Proposed SAP SOLUTION - Statements can be design based on user formats during the project implementation
32	What you see is what you get (WYSIWYG) statement designer	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - Statements can be design based on user formats during the project implementation
33	Statements may be produced in batch or on-demand by users	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - Statements can be printed online or in batch mode
34	Consolidated statements may be produced for any level of the customer hierarchy	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - Statement can be printed using customer groups
35	Statement formats may be different by customer class	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Within the Proposed SAP SOLUTION - Statements can be design based on user formats, which will be configured by LSI during the project implementation
36	System provides user-defined rules for creation of reminder letters	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Within the Proposed SAP SOLUTION - Statements can be design based on user formats, which will be configured by LSI during the project implementation
37	WYSIWYG reminder letter designer	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	SAP utilizes smart forms for statement formats
38	Reminder letters/statements may be grouped into collection cycles	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - Statements can be design based on user formats, which will be configured by LSI during the project implementation
39	Collection cycles must allow for at least <i>n</i> stages	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		collection cycles are user defined

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
40	Online preview of reminder letters	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - Statements can be design based on user formats, which will be configured by LSI during the project implementation
41	Individual open items may be flagged for exclusion from reminder letters	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - Statements can be design based on user formats, which will be configured by LSI during the project implementation
42	Ability for collection agents to document interactions with customers	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		The notes feature within the Proposed SAP SOLUTION provides for documentation of interactions
43	Customer interaction record supports attachments (for example, Word documents)	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Attachments can be uploaded as part of the customer interactions
44	Online collection agent task lists	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
45	Ability to prioritize tasks in accordance with user-defined rules	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
46	Ability to define collection strategies and identify appropriate customers/open items for action (for example, most collectible items or maximize cash inflow)	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
47	Ability to define scripts for collection agents	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
48	Ability for collection agents to reprint invoices, statements and reminder letters on demand	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
49	Automatic write-offs when short payments are accepted	Collections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Automatic write for short payments is generated by creating a tolerance profile for the customer master
50	Shared service support (ability to manage customer invoices, remittances and collection processes across multiple entities/business units from one sign on)	Customer Portal	X	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module	M	SAP S/4HANA for customer payments enables you to match payments with invoices, manage payment advices, create and manage payments, view your account statement, manage the master data of your account, and manage account assignments.
51	System has a portal for customers to access their own account details online	Customer Portal	X	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module	M	The Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module will enable the State to match payments with invoices, manage payment advices, create and manage payments, view your account statement, manage the master data of your account, and manage account assignments. LSI will configure the Proposed SAP SOLUTION to meet this requirement

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
52	System has a portal for customers to update their account details online	Customer Portal	X	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module	M	The Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module will enable the State to match payments with invoices, manage payment advices, create and manage payments, view your account statement, manage the master data of your account, and manage account assignments. LSI will configure the Proposed SAP SOLUTION to meet this requirement
53	Comprehensive customer master to enable online payment acceptance from parents, with online payments automatically posting to the GL or appropriate subledger	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		The Proposed SAP ERP/Financial Operation Cloud Suite + SAP Cloud Payments Module will enable the State to match payments with invoices, manage payment advices, create and manage payments, view your account statement, manage the master data of your account, and manage account assignments. LSI will configure the Proposed SAP SOLUTION to meet this requirement
54	Customers may be grouped/analyzed using coding elements that are separate from general ledger (GL) code segment values	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Customer hierarchy, account groups, bill to/payto, is standard functionality in the customer master data
55	Customer records may be grouped into bill to/pay from relationships	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Customer hierarchy, account groups, bill to/payto, is standard functionality in the customer master data
56	Customers may be grouped into multilevel hierarchical structures to represent parent/subsidiary relationships	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Customer hierarchy, account groups, bill to/payto, is standard functionality in the customer master data
57	Customer hierarchy data may be imported from external source (for example, Dun & Bradstreet)	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Customer hierarchy, account groups, bill to/payto, is standard functionality in the customer master data. External sources will require an enhancement and interface
58	Credit limit specified by customer	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP S/4HANA for customer payments enables you to match payments with invoices, manage payment advices, create and manage payments, view your account statement, manage the master data of your account, and manage account assignments.
59	Customers automatically placed on hold when credit limit exceeded	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
60	Credit limit checking can be applied to a parent-company level (balance exceeded at a summary level in the customer hierarchy places all subsidiaries on hold)	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
61	Integrated customer credit checking with external source (for example, Dun & Bradstreet)	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	External sources will require an enhancement and interface
62	Customers may be assigned to user-defined classes for processing (for example, national accounts)	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Integration Cloud Suite		Customer hierarchy, account groups, bill to/payto, is standard functionality in the customer master data. External sources will require an enhancement and interface

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
63	Customers may be put on hold	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Customer hierarchy, account groups, bill to/pay to, is standard functionality in the customer master data, within the Proposed SAP SOLUTION. External sources will be facilitated by LSI through provided Integrations
64	System maintains a customer monetary amount limit for individual transactions and overall balance (with warning/hold processing if invoices exceed these limits)	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
65	Support for one-time customers	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
66	One-time customers are deleted when their accounts receivable (AR) balance is zero	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
67	System support accounts payable (AP)/AR netting to calculate net customer balance	Customer Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is done by creating a block in the customer master
68	Ability to create late payment/finance charges	Disputes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
69	Ability to flag items as "in dispute"	Disputes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
70	Disputed items can be excluded from collection processes	Disputes	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
71	The system shall provide the ability to identify originator and each modifier of an AR document(s), based on user-defined criteria (e.g., by user ID, date/time).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
72	The system shall provide the ability to track AR based on user-defined criteria (e.g., organization/ department, program, object, fund, appropriation, source, project, invoice number, vendor name/number, check number, type of AR, receipt number, contract number).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
73	The system shall provide the ability to receive full or partial payments based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
74	The system shall provide the ability to capture miscellaneous information in free-form fields attached to AR/customer accounts and invoices.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
75	The system shall provide the ability to reclassify AR from one account to another account, based on user-defined authorization and criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		The Proposed SAP SOLUTION contains text fields which will facilitate this requirement
76	The system shall provide the ability for both manual and/or auto generation of AR account/customer numbers.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
77	The system shall provide ability to categorize types and sub-types of AR accounts/customers based on, but not limited to, the following: business, individual, interdepartmental billing, government, non-profit organization, employees.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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78	The system shall provide the ability to track and maintain customers based on user-defined parameters (e.g., customer name/number, bill to address, location, customer contact, user-defined customer type, penalty eligibility status).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
79	The system shall provide the ability to include account history on AR account/customer statements based on user-defined criteria (e.g., aging buckets).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
80	The system shall provide the ability to establish multiple, user-defined dates on AR account/customer records (e.g., credit card transaction date; credit card expiration date).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		The Proposed SAP SOLUTION maintains all transactional data linked to a customer master
81	The system shall provide integration between payables and receivables.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		The Proposed SAP SOLUTION maintains all transactional data linked to a customer master
82	The system shall provide the ability to interface and report data from external departmental revenue systems based on user-defined criteria (e.g., department, appropriation, source).	Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Integration Cloud Suite	L	The Proposed SAP SOLUTION maintains all transactional data linked to a customer master
83	The system shall provide the ability to interface data from external systems, for use in generation of receivables, including but not limited to: vehicle identification number.	Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Integration Cloud Suite	L	Customer hierarchy, account groups, bill to/pay to, is standard functionality in the customer master data, within the Proposed SAP SOLUTION. External sources will be facilitated by LSI through provided Integrations
84	The system shall provide the ability to manually and/or automatically assign unique invoice numbers, based on user-defined criteria (e.g., sequentially).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Customer hierarchy, account groups, bill to/pay to, is standard functionality in the customer master data, within the Proposed SAP SOLUTION. External sources will be facilitated by LSI through provided Integrations
85	The system shall provide the ability to identify and track invoices based on user-defined parameters.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
86	The system shall provide the ability to track AR account/customer records based on user-defined criteria (e.g., payment terms, late fee rates).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
87	The system shall provide the ability for decentralized entry of AR invoices.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
88	The system shall provide the ability to generate invoices, based on user-defined invoice templates (e.g., aging buckets).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard Functionality within the Proposed SAP SOLUTION
89	The system shall provide the ability to create different types of user-defined invoices, based on user-defined criteria.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
90	The system shall provide the ability to produce invoices based on user-defined parameters (e.g., AR Type; billing cycles).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
91	The system shall provide the ability to automatically prorate billings based on user-defined criteria.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
92	The system shall provide the ability to determine an appropriate rate based on specific field information (e.g. rate based on date/time).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

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93	The system shall provide the ability to post AR invoices to the G/L, based on user-defined criteria (e.g., automatically, manually).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
94	The system shall provide the ability to defer or place on hold billings/invoices, based on user-defined criteria (e.g., continue or place on-hold accumulation of interest charges).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
95	The system shall provide the ability to automatically generate recurring invoices/billings, with an end date or end amount, and with the ability to adjust an invoice based on user-defined parameters.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
96	The system shall provide the ability to combine multiple charges for the same AR account/customer on a single invoice, with separate itemization of each charge.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
97	The system shall provide the ability to select an invoice(s) to be suppressed from printing, based on user-defined criteria (e.g., invoice type).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard Functionality within the Proposed SAP SOLUTION
98	The system shall provide the ability to print multiple copies of invoices and reprint invoices/replacement invoices, based on user-defined criteria (e.g., duplicate invoices/statements marked as "duplicate"; replacement invoices not marked as "duplicate").	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard Functionality within the Proposed SAP SOLUTION. The State's Invoice form design will be configured by LSI during Implementation
99	The system shall provide the ability to electronically distribute invoices to selected AR accounts/customers with user-defined control and notification.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. The State's Invoice form design will be configured by LSI during Implementation
100	The system shall provide the ability to calculate, bill, and/or waive late charges, interest (e.g., one-time or compounded), penalty fees and other user-defined fees (e.g., collection fee), based on user-defined criteria (e.g., State policy; Department policy, program policy).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. The State's Invoice form design will be configured by LSI during Implementation
101	The system shall provide the ability to track and report on late fees, interest, and other user-defined fees.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. The State's Invoice form design will be configured by LSI during Implementation
102	The system shall provide the ability to print fee detail on invoices, based on user-defined criteria.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. The State's Invoice form design will be configured by LSI during Implementation
103	The system shall provide the ability to correct, modify or reverse invoices, based on user-defined security, workflow, audit history and thresholds.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
104	The system shall provide the ability to make changes (e.g., corrections, modifications, or reversals) to posted transactions through correcting entries.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Corrections can be made through reversal of the original document and reposting with the correct document. Or, creating a correcting entry to the same account assignments
105	The system shall provide the ability to link the original invoice number to subsequent invoice adjustments and modifications.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Invoice adjusting entries can be linked by adding the original invoice number in the reference field
106	The system shall provide the ability to create a custom-designed invoice based on user-defined criteria (e.g., AR Type).	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. The State's Invoice form design will be configured by LSI during Implementation
107	The system shall provide the ability to process internal billing, including journal entries to transfer funds.	Invoice Generation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

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108	Supports aging calculations that are based on user-defined time periods	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Within the Proposed SAP SOLUTION - User defined time periods for aging is 30/60/90/120. Other aging periods be facilitated through a Customer Report configured and delivered by LSI
109	Ability to import approved invoices from external billing systems	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Integration Cloud Suite		Import of Approved Invoices from 3rd Party Systems will be facilitated within the Proposed SAP SOLUTION via the SAP-Enterprise Integration Cloud Suite based on configuration by LSI during Implementation.
110	Integration with order processing module (if vendor provides it)	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
111	Online entry capability for low-volume invoices	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
112	Recurring invoice entry capability	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
113	Write-off journals with user-defined reason codes and automated GL	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
114	Adjustment journals (for example, transfer payments between accounts) with automated GL postings if required	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
115	Capability to systematically adjust for generally accepted accounting principles related to revenue recognition	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
116	Ability to create credit memos/refunds	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
117	Refund creates disbursement request and raises payment if required	Invoice/Journal Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
118	The system shall provide the ability to establish and to track employee payroll accounts receivable (e.g., overpayments), based on user-defined criteria (e.g., employee ID, pay period, A/R Date).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
119	The system shall provide the ability to obtain payroll amounts withheld for the purpose of salary overpayment recovery via interface from payroll.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
120	The system shall provide the ability to automate application of employee's salary overpayment recovery to related employee receivable based on user-defined criteria.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
121	The system shall provide the ability to generate a report which tracks receivables for salary overpayments based on user-defined criteria (e.g., reconciles overpayment recovery against related employee receivables).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Integration Cloud Suite		Since payroll processing is currently executed in the State's PeopleSoft HR / Payroll System - employee overpayments will require an AR invoice creation in the Proposed SAP SOLUTION. To post this invoice in the Proposed SAP SOLUTION, we will require a file from the State's PeopleSoft HR/Payroll system to identify the overpayments

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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122	The system shall provide the ability to generate a report which tracks employee advances against related employee receivables.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Employee advances facilitated by *OPTIONAL PHASE* SAP Employee Travel & Expense Cloud Suite are automatically tracked.
123	The system shall provide the ability to identify employee expense claims to be billed as an accounts receivable (e.g., employee travel costs being reimbursed by outside entity).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		The employee requiring an employee reimbursement by outside entity must submit information to the Accounting Department to post the AR within the SAP Proposed SOLUTION
124	The system shall provide the ability to generate a collection letter to employees with any amounts owed for advances, based on user-defined criteria.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite + the *OPTIONAL PHASE* SAP Employee Travel & Expense Cloud Suite	L	Employee advances facilitated by *OPTIONAL PHASE* SAP Employee Travel & Expense Cloud Suite are automatically tracked. The actual collection process and notification letter can be configured and delivered by LSI during Implementation
125	The system shall provide the ability to automatically generate customer notifications and correspondence based on user-defined criteria (e.g. notification that payment has been received and account is now current; notification of terminations for delinquent documentation).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard Functionality within the Proposed SAP SOLUTION. Specific, automatized Notifications can be configured and provided by LSI during the Project Implementation.
126	The system shall provide the ability to generate and record AR refund request (e.g., for overpayments), based on user-defined workflow and approvals, based on user-defined criteria.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Assuming there is information in the SAP to generate or record a request for payment then an invoice can be created. If information is maintained in an external system, that system must submit information to SAP before an invoice can be generated
127	The system shall provide the ability to generate credit memos automatically for approved requests based on user-defined criteria and business rules.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Credit memos can be generated once it is approved for payment
128	The system shall provide the ability to write off payment amounts based on user-defined criteria (e.g., discrepancy between payment received and invoice amount).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Write off of payment amounts are automatically generated when a tolerance profile is created for a customer. Without the tolerance profile the system will not automatically generate the write offs
129	The system shall provide the ability to adjust and set late fees, penalties, and interest fees, based on user-defined criteria.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
130	The system shall provide the ability to create automatic notifications to collection agencies based on user-defined criteria.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Integration Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. Specific, automatized Notifications can be configured and provided by LSI during the Project Implementation.
131	The system shall provide the ability to track the delinquency history of customers based on user-defined criteria (e.g., number of instances of delayed payment).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
132	The system shall provide the ability to post AR collections based on user-defined parameters (e.g., multiple years, multiple funds, program, project).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
133	The system shall provide the ability to inquire against and to age pending (e.g., uncleared collections) transactions, with ability to generate notification for required action, based on user-defined criteria.	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

Accounts Receivable			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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134	The system shall provide the ability to process and track all aspects of a "bad check" or NSF check payment, based on user-defined criteria (e.g., generation of AR; penalty/ bounced check fee).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
135	The system shall provide the ability to track dishonored checks by user-defined parameters (e.g., receipt type, user-defined deposit number).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
136	The system shall provide the ability to generate notification letter and a new invoice resulting from a dishonored check (include additional fees), based on user-defined criteria and audit trail (e.g., retaining original entry).	Management of AR	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION. Specific Configuration of the State's Notification letter format, will be provided by LSI during Project Implementation.
137	The system shall provide the ability to generate a report on open items (e.g., current and past due invoices, debit memos, uncleared collections) and closed items.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Reporting and Analytics Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
138	The system shall provide the ability to generate a detailed report on AR invoices which have been closed for reasons other than final payment, based on user-defined criteria (e.g., detailed history of steps taken that led to write-off).	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Reporting and Analytics Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
139	The system shall provide the ability to query on and generate a detailed AR aging report, based on user-defined criteria (e.g., sorting by age range of invoices, by organization structure).	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite + SAP Enterprise Reporting and Analytics Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

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1	Ability to electronically upload bank statements	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		
2	Ability to automate cash receipts and cash allocation/reconciliation without IT involvement in preparing the data exports for upload	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
3	Reconciliation of transactions in user-designated bank accounts	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cash Journal functionality
4	User entry of cash items on bank statement	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Breakdown of the Bank Account and Clearing accounts per type of transaction
5	The system shall provide the ability to interface daily deposit information from financial institutions based on user-defined criteria (e.g., org code, bank/treasury account #, check date, check number, report of deposit number and amount, location code, monthly deposit and other disbursement information).	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Post Processing of Bank Transactions (can be automated if invoice reference is available)
6	The system shall enable bank statement upload for reconciliation of cash transactions.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard process coming from the daily bank statement
7	The system shall support all standard electronic bank statement formats (e.g., BAI2; SWIFT940) based on pre-defined mapping templates and create custom mapping templates for loading user-defined bank statement formats.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
8	The system shall provide the ability to reconcile bank account statements to the GL.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP supports BAI2, SWIFT MT940 and other formats and mapping is configurable.
9	The system shall provide the ability to perform online bank reconciliation for manual checks, automated checks, and direct transfers based on user-defined criteria.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
10	The system shall provide the ability to identify outstanding checks, deposits and adjustments which did not clear during bank reconciliation.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
11	The system shall provide the ability to validate, review and correct any data or reconciliation errors online, based on user-defined criteria and business rules.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
12	The system shall provide the ability to change the status of a check online without affecting the original receipt/ disbursement transaction, based on user-defined approvals and criteria.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		The post processing transaction facilitates the process to review and clear transactions.
13	The system shall provide the ability to access or produce financial institution statements and book balance for each account, based on user-defined time period (e.g., calendar month; fiscal period).	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Opening and clearing checks is standard functionality
14	The system shall provide the ability to account for and reconcile bank accounts and provide monthly bank account statements, with deposit and disbursement information, based on user-defined criteria, business rules, and defined tolerance levels.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
15	The system shall provide the ability to correct check/deposit amounts without affecting the original receipt/disbursement transaction, and to make online adjustments (e.g., reestablishment of check), based on user-defined authorization.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
16	The system shall provide the ability to post checks, deposits, and adjustments to bank reconciliation system, based on user-defined parameters.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Correction of checks and deposits can be made without impacting other transactions.
17	The system shall provide the ability to retrieve and archive paid checks. Images for 10 years/per state statutory retention.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
18	The system shall provide the ability to identify outstanding checks based on user-defined criteria, including but not limited to: by check number, account number, amount, date, payee/vendor, fund, organization, appropriation, user-defined ranges (e.g., date range, dollar range; age range).	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Paid check images can be attached to the payment document in the system but must be obtained from the bank and stored in a separate directory.
19	The system shall provide the ability to archive prior period paid and voided check information, and cleared adjustments, based on user-defined parameters (e.g., calendar year, fiscal year).	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		A standard report provides this information. When checks are cleared the Encashment date is updated from the bank statement file. When the encashment date is blank the check is still outstanding.
20	The system shall provide the ability to process and identify returned items (e.g., dishonored checks) and bank adjustments.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
21	The system shall provide the ability to link adjustments to related AR and/or AP transaction, based on user-defined criteria.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION

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22	The system shall provide the ability to automate the reversal of NSF or rejected receipts	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
23	The system shall provide the ability to track and manage stale-dated checks, based on user-defined criteria.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
24	The system shall provide the ability to generate "bank statements", by fund, by organization, by appropriation, by account, by user-defined time period (e.g., daily, weekly, monthly), based on user-defined parameters.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Stale-dated checks can be identified through standard functionality. Escheatment requires an enhancement.
25	The system shall provide "Bank-to-Book" reporting.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality, using GL reporting by Fund
26	The system shall provide the ability to generate an outstanding check register selected by check range, date, and payee/vendor, etc., and other information, based on user-defined criteria.	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
27	The system shall provide the ability to generate bank reconciliation reports at both the detail and summary level, including, but not limited to the following:	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
28	Combination Issues/Paid Report	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		
29	Balancing Reports	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
30	Memos Report	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
31	Deposit Report	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		Assuming these are bank debit/credit memos this is standard functionality.
32	Daily Activity Report	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
33	Check Register	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
34	Check History	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
35	Daily Check Sheet	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
36	Cancel and Voids	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
37	Monthly Totals (e.g., issued; redeemed; outstanding)	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
38	Deposits In Transit	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
39	Cash in Transit	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
40	Reconciliation to GL/Trial Balance	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
41	Outstanding Checks	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
42	The system shall provide the ability to generate notifications based on user-defined criteria (e.g., when the "bank statement" has not been reconciled to G/L; significant reconciling items have not been cleared).	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
43	Integration with Society for Worldwide Interbank Financial Telecommunication (SWIFT)	Bank Reconciliation	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is part of the post processing functionality, reports are available. Workflow can be developed
44	System maintains daily cash book of all cash transactions	Cash Book	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality using SAP Bank Communications Management

Cash Management		Topic	One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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45	The system shall provide the ability to generate a unique document identifier for each receipt, based on user-defined numbering convention.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
46	The system shall provide the ability to track receipt and deposit processing, based on user-defined criteria and user-defined business rules.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
47	The system shall provide the ability to record receipts, based on user-defined receipt categories.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
48	The system shall enable the receipt of funds through multiple payment types and methods, including but not limited to check, wire transfer, EFT, direct debit and credit card, ACH, pre-authorized checking, electronic payments, etc., based on user-defined criteria.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
49	The system shall provide the ability to enter and record cash deposits based on user-defined criteria and business rules (e.g., by subaccount; by default account, such as program ID, based on org ID of depositor; centralized release of postings to GL).	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
50	The system shall provide automated cash receipt capabilities (e.g., interfaced cash receipts are processed against open invoices).	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
51	The system shall provide the ability to reprint any receipt.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Interfaces need to be develop
52	The system shall provide the ability to correct or reverse the application of cash receipts (e.g., wrong invoice number, date, amount, NSF), based on user-defined criteria and approvals.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
53	The system shall provide the ability to track and apply advance collections, pre-pays and overpayments, based on user-defined approvals.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
54	The system shall provide the ability to receive and process miscellaneous receipts.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
55	The system shall provide ability to receive cash without billing or invoicing involved, based on user-defined criteria (e.g., inclusion of cash receipt in cash management report for bank reconciliation).	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
56	The system shall provide the ability to apply/split a receipt/ deposit across multiple funds, multiple years, and other user-defined parameters (e.g., by percentage).	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
57	The system shall provide the ability to spread a single or partial receipt over multiple invoices, by user-defined allocation (e.g., specified percentage per invoice; by age of invoice), and by other user-defined criteria (e.g., invoice number, date).	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
58	The system shall provide the ability to apply payments to select invoices and to track and view remaining balances.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
59	The system shall provide the ability to capture user-defined receipt descriptions and/or comments.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
60	The system shall provide the ability to automatically apply receipts based on user-defined criteria (e.g., by customer, by location; by type of revenue) and user-defined percentages.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
61	The system shall provide the ability to apply receipt to closed invoices, via re-establishment/re-opening of invoice, based on user-defined authorization.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Applying receipts automatically to invoices where there is an invoice reference is standard functionality. Applying user-defined criteria like percentages automatically, is not standard functionality and will require an enhancement
62	The system shall provide the ability to split receipt into principal, additional fees (if any), interest, tax, penalty and other types of fees including, but not limited to, any combination of user-defined parameters.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Cleared invoices can be reset to open status and a new payment can be applied to the invoice
63	The system shall provide the ability to generate notification of receipt of funds, which is linked to pending expenditures that are on-hold (e.g., payment vouchers which have been held pending receipt of federal funds), based on user-defined criteria and	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
64	The system shall provide the ability to manually process dishonored checks in the system or to accept and load an electronic bank file with dishonored check information.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality with Workflow development

Cash Management		Topic	One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements		Y	C	3	F	N			
65	The system shall provide the ability to automatically post the A/R entry resulting from the dishonored check.	Cash Deposits/ Receipts	X					Proposed SAP ERP/Financial Operation Cloud Suite		Bank statement files containing dishonored checks can be loaded. Dishonored checks can be manually processed in post processing.
66	Cash-flow forecast generated based on items in accounts payable (AP) and accounts receivable (AR) modules	Cash Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		A dishonored check returned by the bank will require an additional processing to reset and clear the receivable.
67	Daily cash position forecasting	Cash Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
68	User-defined cash-flow forecast periods	Cash Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
69	User entry of cash items not in AP and AR systems	Cash Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
70	"What-if" analysis based on moving due dates or receipt dates	Cash Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
71	Forecast cash flow based on pending payments/ encumbered funds and account balances, detect when additional funds are needed in a particular account, and leverage automated workflows to alert the appropriate parties to move additional funds into an account as necessary	Cash Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		What if scenarios for forecasting will be done using the SAP Analytics Cloud module
72	The system shall provide the ability to maintain a set of accounts of all monies received and paid, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
73	The system shall provide the ability to record the segregation of money in the State Treasury from money outside the State Treasury (e.g., agency checking accounts.).	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
74	The system shall provide the ability to identify receipts and disbursements and to prepare monthly and point in time cash basis reporting, based on user defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Fund and or Business Area can be used to identify treasury vs. agency checking accounts.
75	The system shall provide the ability to enter and record deposits based on user-defined criteria (e.g., by subaccount; by default account, such as program ID, based on the org ID of the depositor).	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
76	The system shall provide the data required to maintain cash projections, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
77	The system shall provide the ability to rollup departmental projections to State-level projections, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
78	The system shall provide the ability to maintain and report data on cash held within department checking accounts, which are outside of the State Treasury, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Forecasting can be done in the SAP Analytics Cloud module
79	The system shall provide the ability to process all items currently presented to the State Treasury, and to reconcile items with external departmental systems..	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Report by Business area and checking account can be created.
80	The system shall provide the ability to ensure that all disbursements have sufficient cash based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This will require an interface and a process to reconcile items
81	The system shall provide the ability to record and identify deposits, based on user-defined criteria .	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		There are reports to forecast cash availability for disbursement. Cash balance by Fund and Agency can also be automatically checked to determine cash availability.
82	The system shall provide the ability to process EFT transactions based on user-defined criteria (e.g., location).	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP provides for assigning transactions to multiple document types and different clearing accounts to meet this requirement.
83	The system shall provide the ability to process ACH - Credit Cards and debit card, and electronic payment transactions.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Location can be entered in text fields
84	The system shall provide the ability to download and process bank files.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
85	The system shall provide the ability to generate notifications, when departments submit requests to "draw down" federal funds or to send cash directly to the State Treasury, and to provide data on the amount to be received, expected receipt date, department, contact person, and other user defined information, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality

Cash Management		Topic	One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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86	The system shall provide the ability to automatically generate notifications when departments request a wire transfer payment to be received and issued the same day, and to provide data on the amount to be received, expected receipt date, department contact person, and other user defined information, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Drawdown request can be created automatically and entered in the system to inform the Treasury.
87	The system shall provide the ability to maintain and report data on the cash within the State Investment Pool and Bond Investment Pool Programs based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Request for payment can be entered in SAP. The electronic approval process can provide the notification
88	The system shall provide the ability to record, calculate, and maintain data required by the Cash Management Improvement Act (CMIA), including but not limited to:	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality – investment pools can be created in Treasury and Risk Management.
89	Identification of Transactions Funded By Major Federal Programs	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		
90	Tracking of Federal Funds Deposits, By Cash/ Redemption Date	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality using Grants and Funds.
91	Tracking of Federal Funds Expenditures (e.g., payroll, vendor payments)	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality using Grants and Funds.
92	Determination of Clearance Patterns	Cash Management	X					Proposed SAP ERP/Financial Operation		This is standard functionality with the Grants module
93	Calculation of Federal Portion of Payment (FPP)	Cash Management	X				X	Proposed SAP ERP/Financial Operation Cloud Suite	L	This is standard functionality in the Cash and Liquidity Management module
94	Calculation of Interest pursuant to user/Federal CMIA guidelines	Cash Management	X				X	Proposed SAP ERP/Financial Operation Cloud Suite	L	Federal portion of expenditures is automatically determined in the Grants and Funds Management modules.
95	The system shall provide the ability to generate a report on compliance with the requirements of the Cash Management Improvement Act (CMIA), based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	This requires an enhancement
96	The system shall provide the ability to interface data required for generation of CMIA report from external systems (e.g., DOT-FAST).	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard reports can be used or a custom report developed using reporting tools included.
97	The system shall provide the ability to track and generate a report on direct costs associated with implementing the requirements of the Cash Management Improvement Act (CMIA), based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	An interface will be developed.
98	The system shall have the ability to maintain and report data on the fund, amount, date and number of checks issued and released, based on user-defined criteria.	Cash Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard reports can be used or a custom report developed using reporting tools included.
99	The system shall provide the ability to project interest earned, by classification structure (e.g., GL account), and incorporate projections into cash flow estimates.	Cash Projections	X				X	Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard reports can be used or a custom report developed using reporting tools included.
100	The system shall provide the ability to incorporate commitments (e.g., purchase orders, contracts, payment vouchers) into cash flow projections, based on user-defined criteria.	Cash Projections	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	Standard reports can be used or a custom report developed using reporting tools included.
101	The system shall provide the ability to interface payroll data for purposes of projections for cash flow, based on user-defined criteria.	Cash Projections	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This is standard functionality
102	The system shall provide the ability to project cash flows from external and feeder systems based on user-defined criteria.	Cash Projections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Since payroll is not integrated in the SAP system, we need a mechanism to capture the payroll data once it is interfaced in SAP. Once that is identified then we would use that information for the cash projects calculations. This will require a an interface using standard APIs.
103	The system shall provide the ability to analyze projected cash flows based on user-defined criteria.	Cash Projections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Any 3rd party application will require a an interface using standard APIs.. To use this information for cash projections will require a development
104	The system shall provide the ability to export cash forecasts to MS-Excel and other user-defined formats	Cash Projections	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard reports can be used or a custom report developed using reporting tools included.
105	System provides an unclaimed property process	Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
106	System can maintain investment and loan information	Debt and Investment Management	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	SAP escheatment process requires some development to create payments to the Treasurer.

Cash Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
107	Automatic journal entries for periodic interest income and expense	Debt and Investment Management	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
108	The system shall provide the ability to record and track donations based on user-defined criteria and user-defined time period.	Donations					X			SAP has no donor data tracking functionality.
109	The system shall provide the ability to prevent duplicate entry of donor record based on user-defined criteria.	Donations					X			SAP has no donor data tracking functionality. Donations can be recorded as
110	The system shall provide the ability to track and report on donations based on user defined criteria (e.g., in compliance with State requirements).	Donations					X			SAP has no donor data tracking functionality.
111	The system shall provide the ability to track and generate multiple versions of acknowledgement (e.g. thank you) letters to donors based on user-defined criteria (e.g., in cases of multiple donations by a single donor, donor shall receive different versions of letter for each donation).	Donations					X			SAP has no donor data tracking functionality.
112	The system shall provide forecasting capabilities for cash inflows including but not limited to:	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP has no donor data tracking functionality.
113	Tax revenues (with at least 12 types of taxes)	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		
114	Non-tax revenues (at least 10 types)	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality (Multiple revenue accounts)
115	Maturing investments	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality (Multiple revenue accounts)
116	Federal funds	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
117	DCCA (Dept of Commerce & Consumer Affairs)	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
118	Bond Sales	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
119	Miscellaneous Inflows (user-defined categories)	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
120	The system shall provide forecasting capabilities for cash outflows including but not limited to:	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
121	Payroll	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		
122	Debt Service	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
123	Welfare	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
124	Capital Improvement Programs	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
125	Employee Benefits	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
126	Tax distribution to counties	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
127	Miscellaneous Outflows (user-defined categories)	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
128	The system shall have the ability to provide the extensive revenue forecasting functionality required by large revenue collecting departments and the B&F.	Forecasting	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	This is standard functionality
129	The system shall provide the ability to calculate cash flow (e.g., receipts and disbursements, General Obligation bond cash balance), and to forecast cash position and requirements, based on any level in the organization structure, by user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	This is standard functionality

Cash Management		Topic	One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements		Y	C	3	F	N			
130	The system shall provide the ability to maintain receipts information, based on user-defined approvals, user-defined time period (e.g., weekly), and user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality when integrated with SAP TRM
131	The system shall provide the ability to extract and compile accruals for receipts, reimbursements, expenditures, and other user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
132	The system shall provide the ability to sort and organize funds into different classifications, based on user-defined criteria for reporting purposes.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard Functionality within the Proposed SAP SOLUTION
133	The system shall provide the ability to calculate average daily, monthly and quarterly, fiscal year cash balance by fund, appropriation, category, group and organizational unit, in order to adjust these average cash balances as needed, based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	Standard Functionality within the Proposed SAP SOLUTION
134	The system shall provide the ability to track/monitor and comply with the requirements of the Cash Management Improvement Act (CMIA) based on user-defined criteria and user-defined workflow (e.g., workflow between B&F and departments for generation and verification of CMIA reporting).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This will require an extension for the system to read the income to be distributed, calculates the Average Daily Balance (ADB) for each fund and creates an income distribution journal entry in which the amount distributed is based on the proportion of the ADB of a fund to the total ADB for all funds in the pool for the period.
135	The system shall provide the ability to post reversing entries.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		Reporting and electronic approval will part of the project implementation design and build phase
136	The system shall provide the ability to track daily cash position, based on user-defined criteria (e.g., GL account, subsidiary ledger).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
137	The system shall provide the ability to identify/flag pending transactions (e.g., payment vouchers), which can be put on hold, based on user-defined parameters (e.g., cash forecast is negative; Federal cash is available for drawing down, but there is no appropriation authority).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	This is standard functionality
138	The system shall provide the ability to flag funds to be utilized first, based on user-defined criteria (e.g., cash on-hand, federal funds).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This is standard functionality
139	The system shall provide the ability to report fund transfers between bank accounts based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This will require an enhancement to determine priority for funds disbursements
140	The system shall provide the ability to reconcile unremitted cash by user-defined parameters (e.g., fiscal year, fund, type, source, and appropriation to GL).	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
141	The system shall provide the ability to reconcile notices of deposits, based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
142	The system shall provide the ability to interface with third-party providers for on-line receipts/payments and deposits based on user-defined criteria.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This is standard functionality
143	The system shall support the use of lockbox functionality.	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		A 3rd party application data will require an interface developed using standard APIs
144	The system shall provide the ability to maintain, track, and query data on securities held to secure deposit balances (HRS Chap.38) based on user-defined criteria, including but not limited to:	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
145	Control Number	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		
146	Security Type	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables

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147	Depositor (i.e., for whom the collateral and securities are being held)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
148	Depository (i.e., financial institution who has pledged the security)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
149	Holder (i.e., financial institution who is holding the collateral security)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
150	Entry Date (official pledge date)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
151	Category (i.e., what security is being used for)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
152	Confirmation Date (i.e., the settlement or receipt date of the safekeeping deposit)	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
153	Receipt Number	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables
154	Receipt Date	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
155	Description	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
156	Interest Rate of Security	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
157	Due Date	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
158	Par Value	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality

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ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
159	Rating	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
160	Market Value	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
161	The system shall provide the ability to maintain, track, and query data on collateral securities based on user-defined criteria, including but not limited to:	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
162	Financial Institution	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		
163	Deposit - State Amount	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
164	Deposit - Employee Retirement System (ERS) Amount	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
165	Federal Insurance	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
166	Dollar Value of Non-Pass-Through Securities	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
167	Dollar Value of Pass-Through Securities	General	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
168	The system shall provide the ability to distribute interest earnings to the participants in the State Investment Pool and Bond Investment Programs based on program requirements.	Interest Earnings Allocation	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This is standard functionality
169	The system shall provide the ability to maintain data on State Investment Pool Program and Bond Investment Pool Program investments with premiums and discounts, and to amortize the premium and discount on those investments for use in the interest distribution based on user-defined criteria.	Interest Earnings Allocation	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This requires an enhancement to incorporate program requirements.
170	The system shall provide the ability to calculate interest on specified	Interest Earnings Allocation	X					Proposed SAP ERP/Financial Operation Cloud Suite	M	This requires an enhancement to incorporate user defined criteria.
171	The system shall provide the ability to interface detailed and summary level data from financial institutions based on user-defined frequency (e.g., daily, weekly, monthly, quarterly) and user-defined criteria (e.g., receipts, expenditures, cash balance by bank account, program ID, organization unit).	Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	This requires an enhancement to incorporate program requirements.
172	The system shall provide the ability to interface data on cash flows, both actual and projected, from external systems (including an Investment portfolio management system) based on user-defined criteria.	Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	A 3rd party application data will require an interface to be developed using standard APIs.
173	The system shall provide the ability to process internal loans (e.g., cash flow loans), including processing entries for borrowing and repayment of specified funds, based on user-defined criteria (e.g., specific funds are designated as available to borrow from).	Loans - Internal	X					Proposed SAP ERP/Financial Operation Cloud Suite		A 3rd party application data will require an interface to be developed using standard APIs.
174	The system shall provide the ability to establish, track and repay interim financing loans for bonds based on user defined criteria.	Loans - Internal	X					Proposed SAP ERP/Financial Operation Cloud Suite	L	The Loans Management component enables you to manage both simply structured loans such as consumer loans, and complex loans, such as mortgage loans. Loans Management is fully integrated in SAP Treasury, allowing you to measure the effects of loan activities on your liquidity or interest rate risk directly. Cross-application functions, such as SAP Business Partner Management or the Information System provide you with a comprehensive overview of the business relationships maintained with your loan partner.
175	The system shall provide the ability to generate a daily cash deposit entry report, based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality
176	The system shall provide the ability to generate a daily bank deposit listing, by location and bank account number, based on user-defined criteria (e.g., allocation information).	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite		This is standard functionality

Cash Management		Topic	One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
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177	The system shall provide the ability to generate a daily cash receipt report by batch receipt code, or by other user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
178	The system shall provide a cash receipts report based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
179	The system shall provide the ability to generate a cash receipts and disbursements report, by fund, appropriation, G/L account, source code, object, program structure, project (including work phase), any level of the organization structure (e.g., statewide, department, group), fiscal year, date, and by revenue/expenditure account or classification.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
180	The system shall provide the ability to generate a cash receipt reconciliation report, by user-defined time period (e.g., weekly, monthly), based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
181	The system shall provide the ability to generate daily cash position statement (Statement of Cash by Fund per HRS) and management reports, based on user-defined criteria (e.g., GL account, subsidiary ledger).	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
182	The system shall provide the ability to generate a report on available cash balance and total cash advanced to Subsidiary Account, based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
183	The system shall provide the ability to generate a report on average daily, monthly, and quarterly cash balances, by user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
184	The system shall provide the ability for cash basis reporting which details and summarizes receipts and disbursements (e.g., accounts receivable, accounts payable), based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
185	The system shall provide the ability to generate cash forecast reports reflecting beginning cash, inflows, outflows, and ending balance, by user-defined parameter (e.g., by fund, by appropriation, by month).	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
186	The system shall provide the ability to generate a report of interest earned on investments by month and year to date, or other user defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
187	The system shall provide the ability to generate a cash management report, which monitors the timeliness of check deposits (e.g., date of check, date check received, date check was deposited, date check was remitted, date check was posted), based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	This is standard functionality	
188	The system shall have the ability to generate error reports, based on user-defined criteria.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
189	The system shall have the ability to generate cash status report, at summary and detail level, by user-defined parameter (e.g., bank account), based on user-defined frequency (e.g., daily, weekly, monthly, quarterly) and user-defined criteria (e.g., transaction detail by document number; receipts; expenditures; cash balance by bank account, program ID, organization unit).	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
190	The system shall have the ability to generate cash control register, including deposits, expenditures and encumbrances, based on user-defined criteria (e.g., by Org ID, By SubOrgID, by document number) and user-defined time period.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
191	The system shall provide the ability to generate cash reports, at summary and detail level, by user-defined parameter (e.g., fund), based on user-defined time period (e.g., weekly, monthly, quarterly, annually), and user-defined criteria (e.g., receipts, expenditures, cash balance by bank account, program ID,	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
192	The system shall provide the ability to generate reports on securities pledged for collateral based on user-defined criteria, including but not limited to:	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
193	Summary of Par and Market Value of Securities Pledged	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	
194	Collateral Securities Pledged By Banks: enable user-defined valuation as a % of par value.	Reporting	X					Proposed SAP ERP/Financial Operation Cloud Suite	Standard reports can be used or a custom report developed using reporting tools included.	

Purchasing			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	Unapproved requisitions by requisitioner	Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Applies to requisitions create in S/4 directly
2	Unapproved requisitions by approver	Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Applies to requisitions create in S/4 directly
3	Unapproved purchase orders by approver	Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Applies to purchase orders create in S/4 directly
4	Open purchase orders by supplier	Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		The standard definition of "open" is a PO that has been sent to the vendor but has not been fully received (therefore still has an associated encumbrance).
5	Open purchase orders by approver	Inquiries		X				Proposed SAP ERP/Financial Operation Cloud Suite		The standard definition of "open" is a PO that has been sent to the vendor but has not been fully received (therefore still has an associated encumbrance). The PO would have to be fully approved to be sent to the vendor so this requirement will likely need to be clarified during the fit/gap phase and reports will be developed as part of the project implementation. If "open" is intended to mean "unapproved", and the intent is to identify, by approver, who is blocking the approvals then this requirement is met with a standard report.
6	Requisition history (shows requisitioner status of any requisition including related purchase orders, receipts and invoices)	Inquiries	X					Proposed SAP ERP/Financial Operation Cloud Suite		Applies to requisitions/purchase orders create in S/4 directly Document history for S/4 requisitions is maintained and visible, including any reversals, to requisitioners for their orders and to other authorized users, as required.
7	Ability to configure business rules for hard approvals (i.e., preventing an approver from going over a certain limit) and soft approvals (i.e., warning an approver that they are going over their approval limit, while still permitting the approval)	Policy & Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite		Best practice typically uses fixed approval authority but this can be included in workflow development.
8	Ability to configure automatic flagging/ routing of vendor information that does not match across the PO, receipt, and invoice to the appropriate party for review/updates	Policy & Compliance	X					Proposed SAP ERP/Financial Operation Cloud Suite		This happens throughout the process and is not a singular event after the documents are created/posted.
9	Ability to configure business rules for establishing purchasing and approval restrictions (e.g., maximum dollar amounts allowed by role for any single purchase; maximum dollar amounts allowed by role for purchases in aggregate; restricted items by role, etc.)	Policy & Compliance		X				Proposed SAP ERP/Financial Operation Cloud Suite	M	Included in workflow development. The explore phase will determine the complexity of the workflow and the associated approach.
10	Ability to print approved purchase order at the source (ability to override Vendor Master delivery method)	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		PDF PO printing is always available, even if the output type is something other than print (ex. XML, email...)
11	Approval routing of PO transactions by configured business rules (e.g., PO transactions <\$XXX and PO transactions >\$X,XXX)	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Included in workflow development. The explore phase will determine the complexity of the workflow and the associated approach.

Purchasing			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
12	Create purchase orders by selecting and grouping requisition lines	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		SAP allows the purchasing agent to combine line items from multiple requisitions on to the same Purchase Order. The system maintains the integrity of the relationship between the Requisition and PO and this information is available in the document flow. For example: Requisition A line items 2 and 4 are added to PO #1 as lines 1 and 2, the system will tracks/displays: Requisition line item 2 = PO line item1 and Requisition line item 4 = PO line item 2 This same concept applies for Goods Receipt item numbers and Invoice item numbers.
13	Supports blanket orders	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		
14	Purchase order approval subject to available funds checking	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		
15	Ability to close out purchase orders either individually or a mass change	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		
16	Online entry of purchase orders	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Fiori based PO creation
17	Create purchase orders directly from master vendor contract	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		PO creation is handled by the Purchasing Agent, not typically the requisitioner.
18	Change order capability, with audit trail documenting the change (subject to availability of funds if applicable)	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		All PO changes are tracked, identify the user ID who made the change and include a date/time stamp for every field changed.
19	Ability to document a receiver report associated with a PO	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Receipt reports can be generated per PO but also at a higher level, as needed.
20	Dock receiving at the purchase order line level	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		The dock can both receive and process receipt reversals (if authorized) at the item level and for an entire PO.
21	Desktop receiving for services and consumables	Purchase Order Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Requisitioner creators can receive against their own POs and can also be granted wider receiving access, as needed.
22	The system shall support the use of purchasing cards (pCard)	Purchasing Card (pCard)	X					Proposed SAP ERP/Financial Operation Cloud Suite		pCard are used as a payment type
23	The system shall record pCard expenses in the appropriate accounts	Purchasing Card (pCard)	X					Proposed SAP ERP/Financial Operation Cloud Suite		Because the pCard is used as a payment type, the accounting information is taken from the PO to create the encumbrances. pCard expenses are also tracked in the appropriate accounts and cleared at reconciliation.

Purchasing			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
24	The system shall support pCard reconciliation between accounts and bank records	Purchasing Card (pCard)		X				Proposed SAP ERP/Financial Operation Cloud Suite		LSI will use the custom pCard reconciliation program we typically develop for this requirement.
25	The system shall support import of pCard bank records	Purchasing Card (pCard)		x				Proposed SAP ERP/Financial Operation Cloud Suite	M	LSI will use the custom pCard reconciliation program we typically develop for this requirement.
26	Purchase orders by vendor	Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard report
27	Purchase order audit (history of any purchase order, showing related requisitions, receipts and invoices along with any change order activity)	Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard report
28	Unfulfilled purchase orders by date (shows purchase order lines that are not yet fully received by user-defined date ranges)	Reports	X					Proposed SAP ERP/Financial Operation Cloud Suite		Standard report
29	Online requisition entry at various levels of the organization	Requisition Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Access to requisition creation is controlled by user authorizations which can be assigned to users at various levels of the organization.
30	Rule-based requisition review and approval workflow and electronic approval	Requisition Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Included in workflow development. The explore phase will determine the complexity of the workflow and the associated approach. Approval history and details are tracked in the system and available for review.
31	Requisition approval subject to availability of funds checking	Requisition Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Funds checking occurs during the approval process and a requisition cannot be approved if the funds are not available.
32	Create requisitions from online catalog	Requisition Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		Requisitioners can access configured punchout vendor catalogs from within the requisition creation app. The requisitioner builds their cart on the vendors site then returns those items and associated details to the SAP requisition. At that point, the process continues in SAP including approvals and PO creation and send to the vendor.
33	Mobile app for requisition approval	Requisition Processing	X					Proposed SAP ERP/Financial Operation Cloud Suite		An SAP Fiori app for approvals is available.
34	Ability to create supplier master data without a vendor being established in the accounts payable (AP) module	Vendor Master	X					Proposed SAP ERP/Financial Operation Cloud Suite		Roles are used to differentiate vendors. For example, a purchasing vendor requires a purchasing role and a pay only vendor does not have the purchasing role.
35	Ability to mask private information such as bank account numbers unless the user has appropriate access rights	Vendor Master	X					Proposed SAP ERP/Financial Operation Cloud Suite		This information can be masked both in the vendor registration process and within the associated SAP S4 vendor record.
36	Ability to maintain preferred vendor lists	Vendor Master	X					Proposed SAP ERP/Financial Operation Cloud Suite		The process for identifying the preferred vendors will be identified as a part of the design process.

Purchasing			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
37	E-signature workflow integration to facilitate requisition approval tracking, as well as the automated posting of entries to the journal ledger when purchases are later received	Workflow	X					Proposed SAP ERP/Financial Operation Cloud Suite		Electronic signatures (for example via DocuSign) are not required to track the requisition approval process because the system automatically records the ID of the approver, along with other information, for tracking purposes.

Data Warehouse		Topic	One Response per Requirement (Officer Use Only)					Module / Solution	Customization Complexity	Officer Comments
ID#	Requirements		Y	C	I	F	N			
1	The system shall comply with the state and federal data security requirements surrounding financial data elements.	Security	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides security functionality for for federal data security requirements, which include data masking and row level data security among others.	
2	The system shall have data privacy encryption at rest and in movement/delivery.	Security	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides for privacy encryption at rest and in flight.	
3	The system shall have the ability to restrict access by roles, groups, users. Access might be restricted to certain data sets, features, by data source, etc.	Security	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides for Role Based Access Control (RBAC) along with analysis authorization to restrict data to certain data sets. The roles are assigned to the users, which allows for restricted access.	
4	The system shall use a dimensional modeling schema (Star, Snowflake, etc.).	Architecture	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides for a Star schema model where in the transactional table is at the center of the model surrounded by master data objects.	
5	The system shall support Slowly Changing Dimensional (SCD) tables.	Architecture	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides for a flag for slow changing line items dimensions.	
6	The system shall have a data repository that includes various types of data: structured, semi-structured, flexible structure, and unstructured.	Architecture	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Data Warehouse Module is capable of storing all structured and unstructured data and is made available for reporting various front end reporting tools.	
7	The system shall refresh data in near real-time while maintaining full ACID transactional consistency.	Architecture	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Data Warehouse Module provides capabilities to create process chain which load data via ETL in near real time. ACID consistency ensures complete data integrity.	
8	The system shall be able to adapt to workload needs; dynamically expanding and scaling back compute resources as needed to maximize performance and concurrency.	Architecture	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - workflow and transactional processing are designed and scheduled in a way to adjust and adapt to reporting needs especially taking into account various users will be executing same report concurrently.	
9	The system shall have the ability to run multiple analytic workloads in parallel, with independent resource scaling.	Architecture	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - running parallel and multiple workloads is supported.	
10	Data queries generated as result of user interaction with the business intelligence / data warehouse applications shall not affect existing performance of the transactional database(s) from which data are pulled.	Architecture	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - The Enterprise Reporting and Analytics Cloud Suite is deployed in a separate parallel instance and will not have any negative impact on the transactional processing efficiency of the overall SAP SOLUTION.	
12	The system shall be appropriate in scale for the business requirement needs.	Architecture	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION will be sized to support the functional, technical and business process needs as outlined in the State's Appendices A1 & A2 as revised in Amendment #7.	
13	The system shall have a backup strategy that also includes backup of non-recoverable transactions (i.e. incremental strategy, ETL strategy, etc.)	Recovery	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides for robust online and offline backup capabilities. The backups can be scheduled as full or incremental.	
14	The system shall have customizations and white labeling to allow users to customize the system to their preferences and needs.	Platform Functions	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides for both standard configuration as well as extensibility capabilities to meet this requirement.	
15	The system shall have customizable data visualization capabilities - dashboards - with user-friendly features.	Data Visualization	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Reporting & Analytics Clouds Suite provides the business users with easy to use, and user friendly drag and drop features to create their own visualizations	
16	The system shall have interactive data visualization capabilities - charts, graphs, etc.	Data Visualization	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Reporting & Analytics Clouds Suite provides the business users with easy to use, and user friendly drag and drop features to create their own visualizations	
17	The system shall be designed and documented for intuitive usability and high adoption.	Analytics	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION - is designed and documented for intuitive usability which facilitates high user adoption.	
18	The system shall allow for canned and ad-hoc self-service reporting and analytics using near real-time data.	Analytics	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Reporting & Analytics Clouds Suite provides for either canned reports to end users, AD-HOC/On-Demand, Self Service Based Reporting and Analytics - all supported and facilitated by an In-memory, high performance, Enterprise based Data Processing Platform with an Enterprise based Data Warehouse.	
19	The system shall have the capability for job workflows and orchestration.	Analytics	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION - Workflows facilitates both workflow and process orchestration.	
20	The system shall have interactive reporting capabilities that allow users to filter, slice and dice, drill-down, cross-tab, sort, format, pin, schedule, print, etc.	Analytics	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Reporting & Analytics Clouds Suite provides for either canned reports to end users, AD-HOC/On-Demand, Self Service based Reporting and Analytics, complete with Syndication/Scheduling and Distribution capabilities.	
21	The system shall have OLAP operations including rollup, drill-down, slice and dice, multi-dimensional analysis, data exploration, and time-series auto generation.	OLAP	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Data Warehouse Module fulfills all the criteria mentioned in the requirements but also provides delivered business content based on best practices to get a jump start on data modeling.	
22	The system shall include a modern mechanism for extract, transform, and load (ETL) capabilities as well as extract, load, and transform (ELT) capabilities.	Integration	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Data Warehouse Module provides easy to use point and click ETL and ELT capabilities. The SAP Data Warehouse Module also provides coding points to perform custom and complex data configurations and reconstructions, as required.	
23	The system shall have the ability to use the data warehouse as a data source for various integration tools including, but not limited to, HADOOP and HIVE.	Integration	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Data Warehouse Module provides out of the box adapters for various data lakes like HADOOP and HIVE.	
24	The system shall have regulatory compliance capabilities.	Decision Services	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides regulatory compliance capabilities applicable to US Public Sector ERP, Finance and Budgeting Business Processes.	
25	The system shall have threat/fraud detection capabilities.	Decision Services	X					The Entire Proposed SAP SOLUTION	The Proposed SAP SOLUTION provides	
26	The system shall be able to perform analytics, transform data, create business recommendations, and comment on the information to help drive decisions.	Decision Services	X					The Entire Proposed SAP SOLUTION	Within the Proposed SAP SOLUTION - the SAP Enterprise Reporting & Analytics Clouds Suite provides insights for business users via machine learning algorithm on the underlying data set. This capability also provides recommendations on the data, as well as predictive and planning analytics.	

Projects	
ID#	Requirements
1	The system shall provide the ability to submit and process budget request for capital projects, based on project-level budget data and other user-defined criteria.
2	The system shall provide the ability to integrate capital budgeting
3	The system shall provide the ability to integrate capital expenditure data with the capital budgeting, by user defined criteria (e.g., project, appropriation, year of funding).
4	The system shall provide the ability to allow for authorized budget adjustments to capital projects during the year, based on authorization and other user-defined criteria.
5	The system shall provide the ability to budget for multiple years (i.e., a minimum of five years), on an appropriation basis within a project, based on user-defined criteria (e.g., availability of current appropriations).
6	The system shall provide the ability to produce CIP Plan with narrative overviews, project summaries and project details, including scope, cost and schedules, with chart, tables, exhibits, etc., based on user-defined time period.
7	The system shall provide the ability to generate, route, identify dependencies, and track status of CIP-related documents through automated workflow, based on user-defined criteria.
8	The system shall provide the ability to track and consolidate capital budgets, actual and budgeted activity, based on user-defined criteria and user-defined workflow.
9	The system shall provide the ability to track and report on historical budget information on capital projects for a minimum of 20 years, in compliance with State's data retention policy, based on user-defined criteria.

10	The system shall provide the ability to both automatically generate and manually assign project numbers based on user-defined criteria (e.g., assign project number generated from external systems; separate numbering sequencing for capital versus non-capital projects).
11	The system shall provide the ability to maintain project detail information (e.g., start and end date of projects; project classification - capital versus non-capital; project title/ description), based on user-defined time periods (inception-to-date basis).
12	The system shall provide the ability to identify and structure a project in multiple phases/ cost elements over multiple years with associated budgets.
13	The system shall provide the ability to maintain and track projects by user-defined criteria (e.g., project title/ description, project phase/ cost element, master project and sub-projects).
14	The system shall provide the ability to establish and define unlimited work breakdown structures.
15	The system shall provide the ability to maintain multiple versions of project (e.g. proposed project; approved project).
16	The system shall provide the ability to update the master project budget file with additional allocations and track each separately by amount, date, name of project manager, source of funds, and other user-defined criteria.
17	The system shall provide the ability to retain original budget, augmentations, reallocate, and budget change detail through the project life.

18	The system shall provide the ability to immediately provide revised budget status upon the revision of project estimates.
19	The system shall provide the ability to set budget controls for various categories (e.g., administrative overhead, matching funds),
20	The system shall provide the ability to track budget details, based on user-defined criteria.
21	The system shall provide the ability to perform budgetary control edits prior to posting project transactions.
22	At a minimum, the solution enables tracking of projects via the GL
23	The system shall provide the ability to capture effective start and end dates for capital projects, by user defined parameters (e.g., project ID, appropriation, phase/ cost element).
24	The system shall provide the ability to develop and track budgets, encumbrances/ commitments, and expenditures for capital projects at the summary and detail level, by user-defined time period (e.g., across fiscal years, from project inception to completion, term of bond), based on user-defined criteria (e.g., phase / cost element, multiple funding sources).

25	The system shall provide the ability to calculate debt and finance charges for capital projects, by user defined criteria (e.g., type of financing option).
26	The system shall provide the ability to track capital project funding, by source (e.g., bonds, loans), for user-defined criteria.
27	The system shall provide the ability to establish and track encumbrance dates as well as periods of liquidation, based on user-defined criteria.
28	The system shall provide the ability to generate forecasts for capital projects (including concept projects), by user-defined criteria (e.g., fund, project category), for user-defined time period (e.g., current, five-year, duration of entire project).
29	The system shall provide the ability to develop and reconcile cash flow projections based on user-defined criteria (e.g., cash flow required to meet contract payment schedule).
30	The system shall provide the ability to manage capital project closeout based on user-defined criteria and workflow (e.g., final inspection; asset placed in service; completion of punchlist/ final acceptance; release of retention upon completion of punchlist).
31	The system shall provide the ability to interface with departmental capital project-related systems (e.g. DOE FACTRAK, DOT-HWYS FAST, MS Project Server, SharePoint) based on user-defined criteria.
32	The system shall provide the ability to distribute cost within a project, based on user-defined criteria (e.g., by category).
33	The system shall provide the ability to compare actual expenditures to forecasts.
34	The system shall provide the ability to track hours expended for all projects by organizational unit, pay period, employee, account number, and other user-defined criteria.
35	The system shall provide the ability to track projects based on user-defined criteria (e.g., encumbrances; allocations by fiscal year).
36	The system shall provide the ability to generate and submit online project authorization forms and project numbers/identifier for opening and closing projects.
37	The system shall provide the ability to revise/update project cost estimates and schedules based on user-defined criteria (e.g., revise end dates for contracts tied to projects).

38	The system shall provide the ability to prevent costs from being charged to closed projects, closed project phases/sub phases/ cost elements, and/or closed project activities.
39	The system shall provide the ability to prevent costs from being charged to closed accounts or "inactive" accounts.
40	The system shall provide the ability to prevent charges from being allocated or expended to a lapsed appropriation on an inactive project.
41	The system shall provide the ability to reject transactions that would result in a project exceeding budget authority, based on user-defined criteria.
42	The system shall provide the ability to establish and manage multiple contracts and purchase orders for a single project based on user-defined criteria (e.g., contract beginning and end dates; alerts/ notifications that contract extensions are required; stop-payments for expired contracts).
43	The system shall provide the ability to support, via accounts payable and purchasing subsystems, change orders or amendments to contracts with changes reflected in project.
44	The system shall provide the ability to "drill back" to the originating documents within a project for the original purchase order or contracts.
45	The system shall provide the ability to perform contract close-out and publish close-out data on public award website based on user-defined criteria (e.g. total expenditures, performance metrics, major accomplishments, etc.).
46	The system shall provide the ability to automatically roll-forward into new budget year all previous budget appropriations, including but not limited to: expenditures/encumbrances (separated out by contract and dollar amount), progress payments throughout multiple years for the life of a project, and balances, based on user defined criteria.
47	The system shall provide the ability to rollover or re-program unused project dollars into other projects and track the dollars based on the original and rollover/reprogram projects over multiple years, within user-defined criteria and parameters (e.g. specific proviso items). This includes the ability to manually perform or bypass the rollover process, based on authorization.
48	The system shall provide the ability to manage project closeout based on user-defined criteria (e.g., defined business process; closeout checklist).

49	The system shall provide the ability to display a warning message or prevent closure of a project with outstanding charges, open or outstanding purchase orders, or which has been over expended.
50	The system shall provide the ability to generate advance notifications of project end dates, by user-defined process (e.g., prompt at point of user transaction; report), based on user-defined criteria.
51	The system shall provide the ability to open a closed project and allow for costs/receipts to be applied to either a closed or inactive project, based on user-defined criteria and authorization.
52	The system shall provide the ability to close project codes at the project level, preventing user from having to close each budget line associated with the specified project.
53	The system shall provide the ability to close projects for specific associated budget lines while others remain active, without the user having to adjust individual lines.
54	The system shall provide the ability to identify and manage inactive or on-hold projects based on user-defined criteria (e.g. not allow time to be charged for inactive or on-hold projects).
55	The system shall provide the ability to retrieve data from closed projects.
56	The system shall provide the ability to retain all accounting transactions relating to projects throughout the project life, based on user-defined criteria.
57	Projects may be flagged as billable
58	Users can create new financial measures and key performance indicators (KPIs) that are then available for inclusion in existing dashboards

59	Billing of actual costs incurred
60	Billing of actual costs incurred with percentage uplift
61	Milestone-based billing
62	Stage payment billing
63	Recurring billing amounts with percentage increments
64	Percentage of complete billing
65	User-specified billing schedule
66	Time- and rate-based billing (for example, hours worked)
67	User-defined billing methods
68	Other billing methods
69	Invoices may be previewed online before transmission
70	Billing process supports retentions
71	Revenue recognition capability
72	Projects accumulate employee costs based on actual costs (salary and employment costs)

73	Projects accumulate employee costs based on actual costs plus uplift
74	Projects accumulate employee costs based on role/employee grade rates
75	Projects accumulate employee costs based on standard costs
76	Project-related expenses automatically transferred from accounts payable (AP)
77	Purchase orders (POs) for projects automatically recorded as commitments in project module (if vendor has purchasing module)
78	Direct entry of project commitments
79	Equipment costs for assets under construction may be recorded in system prior to capitalization
80	Online project analysis with multilevel drill down through work breakdown structures
81	Online project analysis with multilevel drill down through work breakdown structures to compare actual to budget
82	Billable projects online revenue/expense analysis
83	Ability to display key project information for project managers on mobile devices
84	Integration with Microsoft Project
85	Integration with other project management tools

86	Project detail analysis report
87	Print project tasks in Gantt chart format
88	Employee utilization report
89	User-defined project types (for example, capital and maintenance)
90	Work breakdown structure can be defined outside general ledger (GL) code structure
91	Work breakdown structure should support specific analysis elements:
92	Project
93	Task
94	Activity
95	etc. ...
96	Projects can be grouped into hierarchical structures for aggregate analysis
97	Ability to define project phases with different processing rules for each phase (for example, no billing to client during initial phase)
98	User-defined project expense/revenue classifications
99	Work breakdown structure and revenue/expense classifications can be mapped to GL accounts

100	Project accumulates data by period (QTD, YTD and inception to date)
101	Project accumulates totals in base currencies
102	Project budgets may be recorded against work breakdown structure
103	Project budgets may be recorded against summary levels of work breakdown structure
104	Ability to record latest estimate to complete in addition to budget
105	Ability to define project templates to speed setup
106	Ability to specify project dependencies
107	Ability to define roles associated with a project (for example, surveyor and consultant)
108	Organizational structure that can assign employees to specific roles (for example, surveyor and consultant)
109	Billing rates may be held by role, employee grade and employee
110	Ability to hold standard rates by role, employee grade and employee
111	Ability to assign roles to elements of work breakdown structure
112	Ability to assign employees to elements of work breakdown structure
113	Integration with HR system (if vendor provides one) for organization hierarchy, role and employee data
114	Ability to import organization hierarchy from external HR system

115	Integration with resourcing system to allocate employees to projects based on skills, availability and preferences
116	The system shall provide the ability to track and record transactions applicable to individual projects at all levels of the account classification (i.e., organization, program, object, fund, appropriation) by user-defined time period (e.g., month, YTD, inception to date), by organizational level for all projects, based on user-defined criteria.
117	The system shall provide the ability to track project-related salaries, benefits, and other non-salary, labor-related costs, based on user-defined criteria.
118	The system shall provide the ability to record miscellaneous adjustments, reclassifications and interfund transfers associated with project (e.g., transfer of employee labor costs) based on user-defined criteria (e.g., labor cost adjustments tied to specific employee).
119	The system shall provide the ability to calculate burden costs by applying burden cost component(s) to project transactions based on user-defined criteria (e.g., expenditure type), and to track costs by individual cost components.
120	The system shall provide the ability to transfer transactions between projects and tasks based on user-defined criteria.
121	The system shall provide the ability to generate a master project listing, by any level in the organization (e.g., state-wide, department) based on user-defined criteria (e.g., status information).
122	The system shall provide the ability to generate a project listing, by any level in the organization (e.g. state-wide, department), by user-defined time period, based on user-defined criteria (e.g., project structure, project phase / cost element, contracts).
123	The system shall provide the ability to generate project detail transaction reports, based on user-defined time period (e.g., month, quarterly, YTD, inception-to-date), based on user-defined criteria (e.g., comparison of actual to budget, remaining balance).

124	The system shall provide the ability to generate a report, by project, by user-defined time period (e.g., month, year, inception to date, start date of project, expected end date), based on user-defined criteria.
125	The system shall provide the ability to generate a project status report (e.g. expenditures by cost element; percent completed; overdue).
126	The system shall provide the ability to generate a project distribution summary , by accounting period-to-date, with prior month comparison, actual to budget comparison, and inception-to-date.
127	The system shall provide the ability to separate prior years expenditures and prior years budget for generally accepted accounting principles (GAAP) and governmental accounting standards board (GASB) reporting, by user-defined period (e.g., Budget Fiscal Year, Accounting fiscal year, calendar year), by user-defined criteria (e.g., inception-to-date budget, remaining budget, multi-year budget).
128	The system shall provide the ability to report on actual expenditures versus budget, encumbrances, and contract commitments, at any level of the organization based on user-defined criteria (e.g., milestones).
129	The system shall provide the ability to provide on-going capital project reporting, at any level of the organization based on user-defined criteria.
130	The system shall provide the ability to produce detail and summary-level capital project reports, based on user-defined criteria (e.g., include/exclude organizational unit).
131	The system shall provide the ability to generate and reconcile multiple project reports, based on user defined roll-ups and criteria.

132	The system shall provide the ability to generate capital outlay report, which compares budget to high-level plan, for user-defined time period (e.g., 10-year period), based on user-defined criteria (e.g., by funding source).
133	The system shall provide the ability to generate reports on private activity, by bond issuance, based on IRS requirements and bond-funded project timeframes (e.g., at proposal (budget request), allotment (approval to proceed with project), project completion stages (when the asset is put into service), and changes in activity related to asset).
134	The system shall provide the ability to generate reports on retainage and end of year accruals based on user-defined criteria (e.g., in compliance with requirements for year-end audited financial statements).
135	Ability for employees to enter timesheets online
136	Offline timesheet entry with automatic synchronization
137	Mobile timesheet entry capability
138	Ability to record billable and nonbillable time

139	Ability to log timesheet approval by client prior to processing
140	Ability to enter expenses to be billed to client

Topic	One Response per Requirement					Module / Solution
	Y	C	3	F	N	
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X					SAP_Public Sector Budget
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X		3			SAP_Public Sector Budget Planning & Management Cloud Suite + PatternStream
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)
Capital Budgeting	X					SAP_Public Sector Budget Planning & Management Cloud Suite(SBP)

Create and Maintain Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project Budget	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Public Sector Budget Planning & Management Cloud Suite
Create and Maintain Project Budget	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Public Sector Budget Planning & Management Cloud Suite

Create and Maintain Project Budget	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Public Sector Budget Planning & Management Cloud Suite
Create and Maintain Project Budget	X				Proposed SAP ERP/Financial Operation Cloud Suite
Create and Maintain Project Budget	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Public Sector Budget Planning & Management Cloud Suite
Create and Maintain Project Budget	X				Proposed SAP ERP/Financial Operation Cloud Suite
General	X				Proposed SAP ERP/Financial Operation Cloud Suite
General	X				Proposed SAP ERP/Financial Operation Cloud Suite
General	X				Proposed SAP ERP/Financial Operation Cloud Suite

Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Manage Project	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X				Proposed SAP ERP/Financial Operation Cloud Suite

Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
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Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
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Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Billing	X					Proposed SAP ERP/Financial Operation Cloud Suite
Project Costing	X					Proposed SAP ERP/Financial Operation Cloud Suite

Project Costing	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Integration Cloud Suite
Project Costing	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Costing	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Expenses	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Expenses	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Expenses	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Expenses	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Expenses	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Inquiries	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Inquiries	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Inquiries	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Inquiries	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Management Integration	X				Proposed SAP ERP/Financial Operation Cloud Suite
Project Management Integration	X				Proposed SAP ERP/Financial Operation Cloud Suite

Project Staffing	X				Proposed SAP ERP/Financial Operation Cloud Suite +SAP Enterprise Integration Cloud Suite
Record and Track Project Transactions	X				Proposed SAP ERP/Financial Operation Cloud Suite
Record and Track Project Transactions	X				Proposed SAP ERP/Financial Operation Cloud Suite +SAP Enterprise Integration Cloud Suite
Record and Track Project Transactions	X				Proposed SAP ERP/Financial Operation Cloud Suite
Record and Track Project Transactions	X				Proposed SAP ERP/Financial Operation Cloud Suite
Record and Track Project Transactions	X				Proposed SAP ERP/Financial Operation Cloud Suite
Reporting	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting and Analytics Cloud Suite
Reporting	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting and Analytics Cloud Suite
Reporting	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting and Analytics Cloud Suite

Reporting	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting and Analytics Cloud Suite
Reporting	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting and Analytics Cloud Suite
Reporting	X				Proposed SAP ERP/Financial Operation Cloud Suite + SAP_Enterprise Reporting and Analytics Cloud Suite
Time Recording	X				Proposed SAP ERP/Financial Operation Cloud Suite (Cross Application Time Sheet Module) + SAP_Enterprise Integration Cloud Suite
Time Recording	X				Proposed SAP ERP/Financial Operation Cloud Suite (Cross Application Time Sheet Module) + SAP_Enterprise Integration Cloud Suite
Time Recording	X				Proposed SAP ERP/Financial Operation Cloud Suite (Cross Application Time Sheet Module) + SAP_Enterprise Integration Cloud Suite
Time Recording	X				Proposed SAP ERP/Financial Operation Cloud Suite (Cross Application Time Sheet Module) + SAP_Enterprise Integration Cloud Suite

Time Recording	X				Proposed SAP ERP/Financial Operation Cloud Suite (Cross Application Time Sheet Module) + SAP_Enterprise Integration Cloud Suite
Time Recording	X				Proposed SAP ERP/Financial Operation Cloud Suite (Cross Application Time Sheet Module) + SAP_Enterprise Integration Cloud Suite

Customization Complexity	Offeror Comments
H / M / L	
	The multi-year SBP Capital Budget input form is project-level.
	The multi-year SBP Capital Budget form
	The multi-year SBP Capital Budget form includes capital expenditure data extracted from the accounting system.
	For in-year, ad hoc capital project budget transfers and adjustments, LSI recommends direct entry to the Proposed SAP ERP/Financial Operation Cloud Suite, as this enables the fastest use of funds. However, if the State conducts an in-year, all-project budget review, where transfers and adjustments are made to many projects at the same time, LSI recommends use of SBP, where the Capital Budget Monitoring and Adjustments form is used to manage the overall review. Transfers and adjustments for all projects are posted to the Proposed SAP ERP/Financial Operation Cloud Suite, at the same time.
	Standard Functionality within the Proposed SAP SOLUTION.
	PatternStream is an add-in to Adobe FrameMaker which enables computer-driven generation of a fully formatted /formal CIP Plan document. This 3rd Party Application is provided as part of the SAP_Public Sector Budget Planning & Management Cloud Suite
	SBP provides built-in workflow options.
	SBP provides the ability to consolidate and track actual and budgeted activity.
	SBP uses the SAP data warehouse as a database. This robust technology enables storage of as many years of data as desired by the State.

	This is standard functionality. Project numbers are configurable for external numbering. The number can be alpha numeric or numeric only.
	This is standard functionality.
	Project Definition consist of WBS (Work Breakdown Structure). WBS elements are hierarchical in nature
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard SAP allows 99 levels. Best practice recommends no more than 9 levels
	Project simulation versions can be used. Multiple simulation version like proposed project can be used.
	Additional allocations entered directly into the accounting module (S/4 HANA) are extracted into the budget (SBP) module as frequently as the State requires. This extract can include the amount, date name of project manager, source of funds and other user-defined criteria.
	Both the accounting (S/4 HANA) and budgeting (SBP) modules retain the original budget, augmentations, reallocations and budget change detail through the project life.

	<p>The budgetary position of a capital project is available immediately upon revision of project estimates. As described in Projects requirement #4, for in-year, ad hoc capital project budget transfers and adjustments, LSI recommends direct entry into the Proposed SAP ERP/Financial Operation Cloud Suite because this enables the fastest use of funds. However, if the State conducts an in-year, all-project budget review, where transfers and adjustments are made to many projects at the same time, LSI recommends use of SBP, where the Capital Budget Monitoring and Adjustments form is used to manage the overall review. Transfers and adjustments for all projects are posted to the Proposed SAP ERP/Financial Operation Cloud Suite at the same time.</p>
	<p>With SAP, budget availability controls are set in the S/4 HANA accounting system and may</p>
	<p>LSI's interpretation of this requirement is that the State desires budget data details to be stored. While the requirement is not specific regarding the details or the point in the State's process, based on previous experience, LSI confidently responds that SAP's accounting (S/4 HANA) and budgeting (SBP) modules are capable of storing sufficient detail to meet generally accepted accounting and budgeting practices.</p>
	<p>With SAP, budget availability controls are set in the S/4 HANA accounting system and provides for a wide variety of maintenance activities including the capability to edit the availability control level prior to posting of transactions.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>

	If a project is created as a fund, debt and finance charges are calculated fund/GL account level
	Standard Functionality within the Proposed SAP SOLUTION.
	Encumbrance dates are tracked in the SAP CORE Procurement and Funds Management Applications within the SAP_Financial Operations Cloud Suite
	Forecasting is facilitated within the integrated SAP_Enterprise Reporting and Analytics Cloud Suite
	Cash flow projections will be done in SAP Analytics Cloud and we a combination of data from the Cash Management module, Project Systems module, and Funds Management module
M	Project status is standard functionality within the Proposed SAP SOLUTION. To create a final project close out list will require some enhancements and report development
M	LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement, based on 3rd Party System data structure and interface/integration specifications - provided by the State.
	Cost allocations is based on standard rates or activity type allocations. This is standard functionality within the Proposed SAP SOLUTION
	This requirement will be facilitated via standard reporting within the Proposed SAP SOLUTION
	To track hours spent in a project will require a Time and Attendance information from the State's PeopleSoft HR/Payroll System
	This requirement will be facilitated via standard reporting within the Proposed SAP SOLUTION
	This requirement will be facilitated via standard reporting within the Proposed SAP SOLUTION
	Standard Functionality within the Proposed SAP SOLUTION.

	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION, when budget availability control function in Funds Management module is activated
	Standard Functionality within the Proposed SAP SOLUTION.
	SAP Project Systems is fully integrated with Purchasing and Accounts Payable module
	Standard Functionality within the Proposed SAP SOLUTION.
	SAP can provide the project financial data file for publication to the State website
	Carryforward of encumbrances for capital and operating funds is a transaction performed in the Funds Management module.
	Carryforward of residual budget in the project is standard functionality in Funds Management
	Standard Functionality within the Proposed SAP SOLUTION.

	<p>The Proposed SAP SOLUTION will facilitate reporting to assist with the review process of all open transactions prior to closing out projects. Automatic notification is not standard. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION. so that a message can be displayed</p>
	<p>The Proposed SAP SOLUTION will facilitate reporting to assist with the review process of all open transactions prior to closing out projects. Automatic notification is not standard. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION. so that a message can be displayed</p>
	<p>Once a project is closed and completed it will be capitalized from asset under construction to a final asset. However, if the project is closed but settled to a final asset the project can be reopened for additional postings. Once the additional posting is completed then subsequent processing of settling to the AUC then to the final asset.</p>
	<p>Once a project is closed, no additional transaction can be posted. No additional action is needed to close out the budget except if not all budget is spent it can be transferred to other line items or projects.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Project can be put on hold at any given time. Once it is on hold no postings is allowed</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Each WBS element can be flagged as billable</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>

	Standard Functionality within the Proposed SAP SOLUTION.
L	Resource related billing is standard functionality. The uplift can be created as an additional condition type
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
L	This is standard functionality and possible condition or enhancement can be created based on the increments allowed
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION. LSI will need to understand the State's specific user define billing method to identify any configuration gaps
	Standard Functionality within the Proposed SAP SOLUTION. LSI will need to understand the State's specific "Other" billing method to identify any configuration gaps
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	There are 15 methods for revenue recognition in std SAP
	Cost allocations is based on standard rates or activity type allocations

	Costing sheet with overhead key can be used for uplift
	Employee costs will require Integration with the State's PeopleSoft HR/Payroll System.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Commitments are automatically entered when purchase orders are created and charge to the project. If a manual commitment is desired a funds reservation document can be created to post to the project.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
M	Standard Functionality within the Proposed SAP SOLUTION.
M	Standard Functionality within the Proposed SAP SOLUTION.

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	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Organizational structure is maintained in the HCM module. However, roles can be assigned to activity types. If Time and Attendance is integrated then employees can enter time by using activity types
	Similar to Activity types we can assign activity rates for each of the roles
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
M	Standard Functionality within the Proposed SAP SOLUTION.. An organizational structure (mini master) will be created as part of the project implementation
M	Standard Functionality within the Proposed SAP SOLUTION.. An organizational structure (mini master) will be created as part of the project implementation

M	An interface will be developed by LSI to facilitate this information, if the State's 3rd Party System contains this type of information.
	Standard Functionality within the Proposed SAP SOLUTION.
M	Since HR/Payroll is handled outside of SAP we would have limited capacity to bring all the information requested. However, we do have the ability to bring in standard costs and the factors use for the calculation should take into consideration salaries, benefits, and labor related costs
	An interface will be developed by LSI to facilitate this information, if the State's 3rd Party System contains this type of information.
	Overhead costing is a functionality in the Proposed SAP SOLUTION, that can be use for this requirement
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria

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	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
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M	In the Q&A section, it was mentioned that providing a specific, formal Enterprise Time and Attendance Application is out of scope for this project. For this requirements we can integrate to the State's existing 3rd Party Time & Attendance Application
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M	The Proposed SAP SOLUTION can interface a 3rd party T&A system providing the 3rd party system is able to store the SAP chart of accounts to facilitate cost allocation. NOTE: In the Q&A section, it was mentioned that providing a specific, formal Enterprise Time and Attendance Application is out of scope for this project.

M	The Proposed SAP SOLUTION can interface a 3rd party T&A system providing the 3rd party system is able to store the SAP chart of accounts to facilitate cost allocation. NOTE: In the Q&A section, it was mentioned that providing a specific, formal Enterprise Time and Attendance Application is out of scope for this project.
	The Proposed SAP SOLUTION can interface a 3rd party T&A system providing the 3rd party system is able to store the SAP chart of accounts to facilitate cost allocation. NOTE: In the Q&A section, it was mentioned that providing a specific, formal Enterprise Time and Attendance Application is out of scope for this project.

Asset Inventory

ID#	Requirements
1	Provide subledger functionality for tracking various asset categories with additional granularity, and all subledgers roll up seamlessly into the GL
2	Ability to record maintenance information against an asset
3	Ability to define asset maintenance schedules with tracking of scheduled maintenance performed
4	The system shall provide the ability to track and maintain asset information as part of periodic inventory, using industry standard automated data collection technology (e.g., barcode, RFID), formats and conventions.
5	The system shall provide the ability to perform physical counts, based on user-defined criteria (e.g. by location, by specific item, by group of items) and user-defined time period (e.g., SPO requirement for annual "wall to wall" inventory).

6	<p>The system shall provide the ability to perform cycle counts, based on user-defined criteria (e.g. by location, by specific item, by group of items).</p>
7	<p>The system shall provide the ability to make adjustments to assets, based on user-defined criteria (e.g., inventory count; impairments; audit findings; inactivation of record incorrectly entered, with required audit trail; write-off).</p>
8	<p>The system shall provide the ability to define the start date of depreciation and the useful life of the asset, based on user-defined criteria (e.g., fund type).</p>
9	<p>The system shall provide the ability to calculate depreciation and generate corresponding GL transaction, based on user defined time period (e.g., monthly, quarterly, and fiscal year basis) and based on user-defined criteria (e.g., asset type).</p>
10	<p>The system shall provide the ability to perform depreciation calculations, based on user-defined criteria, including but not limited to, straight-line, accelerated, pro rate, and accumulated.</p>
11	<p>The system shall provide the ability to perform what-if depreciation analysis to simulate various scenarios without changing the underlying asset data based on user-defined criteria.</p>
12	<p>The system shall provide the ability to roll back depreciation (e.g., to accommodate last minute accounting adjustments) and re-run depreciation based on user-defined business rules.</p>

13	The system shall provide the ability to apply prior year depreciation in current fiscal year based on user-defined criteria.
14	The system shall provide the ability to retain depreciation information for each asset, based on user defined criteria, including but not limited to the following: time period (e.g., fiscal year, life-to-date basis), depreciation method, accumulated depreciation, and fund source.
15	The system should provide the ability to depreciate infrastructure as defined by user-defined reporting requirements (e.g., State, Dept).
16	The system shall provide the ability to calculate amortization of intangible assets and generate corresponding GL transaction in compliance with GASB 51 and other user-defined criteria.
17	The system shall provide the ability to depreciate change increases that do not extend the asset's useful life over the asset's remaining useful life (e.g., if an asset has a five year life and a change increase is added in the second year, the change increase should be depreciated over the four remaining years in the asset's life).
18	The system shall provide the ability to track and dispose of assets, including the ability to generate required state forms (e.g., certification of disposal) and to allow for electronic workflow (e.g., approvals, routing), based on user-defined approvals and criteria (e.g., \$1K and above requires SPO approval).
19	The system shall provide the ability to track/maintain disposal information, based on user-defined criteria (e.g., disposal method, police report number for stolen items, hazardous materials).
20	The system shall provide the ability to calculate the proceeds, gain or loss on the sale or disposal of an asset.
21	The system shall provide the ability to track partial disposition of an asset.
22	The system shall support the process for requesting reimbursement for stolen items based on user-defined criteria (e.g., automatic generation of form).
23	The system shall provide the ability to print asset identification tags/chips based on user-defined criteria.
24	The system shall provide the ability to generate Asset ID Numbers manually and/or automatically, based on user-defined criteria.
25	The system shall provide the ability to create a master Asset ID Number with separate associated sub-assets (e.g., building, air conditioner) in a parent-child relationship.

26	The system shall provide the ability to record and maintain assets by user-defined groupings based on user-defined criteria.
27	The system shall have the ability to identify and track assets that have been received but for which invoice has not yet been paid.
28	The system shall provide the ability to identify an item as an asset from payables module and to automatically or manually post it to the asset accounting subsystem, based on user-defined criteria.
29	The system shall provide the ability to track assets by user-defined criteria (e.g., owner organization; custodian organization; estimated life of asset) in compliance with State requirements (e.g., HRS 103D, Part XII; HAR, Title 3, Subtitle 11, Chp. 130; SPO Inventory Manual).
30	The system shall provide the ability to track and report on assets that are issued to employees and are maintained offsite (e.g., laptops at teachers' homes).
31	The system shall provide the ability to track and report on assets that are acquired through donations based on user-defined criteria (e.g., equipment).
32	The system shall provide the ability to track all assets based on Comprehensive Accounting Financial Report (CAFR) categories including, but not limited to land, buildings, improvements other than buildings, intangible assets, machinery and equipment, and construction in progress.
33	The system shall provide the ability to collect and maintain the asset data required to support the production of the Comprehensive Annual Financial Report (CAFR) and other user-defined report requirements (e.g., State reports, Department reports, granting agency reports).
34	The system shall provide the ability to define asset information (e.g., purchase amount, life of asset) within specified limits/values, based on user-defined categories (e.g., capital item; non-capital item).
35	The system shall provide the ability to flag and track assets that are greater or less than user-defined dollar value (e.g., software licenses).
36	The system shall provide the ability to track and maintain assets, based on user-defined categories (e.g., gifts; purchased using grant funds).
37	The system shall provide the ability to track the addition, transfer, deletion, or modification of an asset, based on user-defined criteria (e.g., dollar value).
38	The system shall provide the ability to track the transfer history of an asset, based on user-defined criteria (e.g., organizational unit transferred from/to; transfer report number, transfer date).

39	The system shall provide the ability to include all costs associated with the procurement of an asset (e.g. cost of the asset, installation cost of the asset, asset trade-in value).
40	The system shall provide the ability to re-value and adjust useful life of an asset due to enhancements, upgrades, additions, or partial disposals.
41	The system shall provide the ability to reclassify an asset and its related depreciation information.
42	The system shall provide the ability to track and process destroyed, lost and stolen assets, in compliance with user-defined requirements.
43	The system shall provide the ability to calculate replacement value based upon user-defined criteria.
44	The system shall provide the ability to calculate and track replacement schedules based on user-defined criteria (e.g., expected life of asset).
45	The system shall provide the ability to transfer completed construction from "in progress" to fixed asset account, without losing the accompanying details based on user-defined criteria and workflow (e.g., identification of asset with open punchlist as "in service" by building engineer; asset capitalization based on value being placed in service; and completion of punchlist items and capitalization of remaining asset value).
46	The system shall provide the ability to track periodic increases to construction in progress (e.g., change orders).
47	The system shall provide the ability to track and report on changes in use of asset (e.g., private activity), by bond issuance, based on IRS requirements and other user-defined criteria.
48	The system shall provide the ability to reinstate an asset, based on user-defined criteria (e.g., if the wrong asset is retired).
49	The system shall provide the ability to interface excess inventory property data to SPO website based on user-defined criteria.
50	The system shall provide the ability to interface with external capital projects systems

51	The system shall provide the ability to track rented or leased assets based on user-defined criteria (e.g., organization unit; lease terms).
52	The system shall provide the ability to drill down to related purchase order for leased asset.
53	The system shall provide the ability to distinguish between capital and operating leases and to provide information on property inventory according to type of lease, based on user-defined criteria.
54	The system shall provide the ability to track the requisition for a capital lease, the approval of the capital lease and changes to the capital lease, based on user-defined criteria (e.g., rental rate, terms).
55	The system shall provide the ability to incorporate data on capital leases in the budget development and execution process.
56	The system shall provide the ability to calculate future minimum lease payments by organization (e.g., department/entity), by user-defined time period (e.g., fiscal year), based on user-defined criteria.
57	The system shall provide the ability to sub-total future minimum lease payments based on user-defined criteria.
58	The system shall provide the ability to generate an asset report based on user-defined criteria (e.g., asset location, physical inventory date; asset category).
59	The system shall provide the ability to generate an Asset Inventory Report, by any level in the organizational structure, in compliance with State statute (HRS 103D-1206) and other user-defined criteria (e.g., prepared and signed by property guardian on annual basis).
60	The system shall provide the ability to generate asset reports, including but not limited to, the following:
61	Asset transaction report
62	Asset master list with the ability to sort by any asset identification fields (e.g., location, class, category, department, function, fund, amounts, dates).
63	By monthly, year to date (YTD), total to date (TDD) depreciation per asset

64	The system shall provide the ability to generate asset reports which reflect beginning balance, additions and deletions, partial dispositions, depreciation, accumulated depreciation, transfers, sales, adjustments, during the designated reporting period, by user-defined criteria (e.g., by inventory/asset category (such as equipment, vehicles, and land), at any level of the organizational structure, and by funds/appropriations).
65	The system shall provide the ability to generate an activity report by transfers, disposals, additions, deletions for all asset types.
66	The system shall provide the ability to generate a report of assets transferred, based on user-defined criteria (e.g., by issuing or receiving school, by fund source).
67	The system shall provide the ability to generate a report of lost/stolen/destroyed assets, based on user-defined criteria.
68	The system shall provide the ability to generate an asset disposal report, based on user-defined criteria.
69	The system shall provide the ability to generate a detailed and summary depreciation schedule at any level in the organizational structure, on an accounting period, monthly, quarterly and annual basis, based on user-defined criteria.
70	The system shall provide the ability to generate monthly reconciliation reports, based on user-defined criteria (e.g., monthly changes to equipment values, listing outstanding PO items).
71	The system shall provide the ability to record the current valuation of facilities and to revalue facilities based on user-defined criteria.
72	The system shall provide the ability to generate reports on the replacement value of assets, based on user-defined criteria (e.g., by fiscal year, for multiple years).
73	The system shall provide the ability to generate a five year cost projection report for all leased property, based on user-defined criteria (e.g., 5 year increments for CAFR for capital leases).
74	The system shall provide the ability to generate a project status report of all capital improvement projects (CIP).
75	The system shall provide the ability to generate lease report(s), by lease type, based on user-defined criteria.
76	The system shall provide the ability to generate CAFR-required schedules and reports (e.g., in compliance with GASB 34 and 42), in user-defined format (e.g., format required for published; with notes).
77	The system shall provide the ability to allocate asset costs for purposes of financial statements based on user-defined criteria (e.g. allocate building assets based on square footage, etc.) .

78	The system shall provide the ability to generate the following user-defined reports, with the capability to include user-defined notes:
79	Asset Replacement Report (based on user-defined criteria, such as by estimated useful life)
80	Asset Tracking Report (based on user-defined criteria, such as by source of funds)
81	Land and Buildings Report (based on user-defined criteria such as location, legislative district, value, improvements)
82	The system shall provide the ability to process asset transactions based on user-defined criteria (e.g., set controls based on dollar thresholds).
83	The system shall provide the ability to process multiple asset and GL transactions in a single entry for identical assets based on user-defined criteria (e.g., deletions/ disposals/ sales, transfers).
84	The system shall provide the ability to annotate transactions with unlimited comments, by line item.
85	The system shall provide the ability to automatically and manually transfer asset transactions (e.g., journal posting of depreciation) to the GL.
86	The system shall provide the ability to automate transfers between organizational units, funds, custodians, and agencies with multi-tier location coding, based on user-defined criteria (e.g., in groups) and business rules.
87	The system shall provide the ability to process mass transfers between organizational units (e.g., interagency) based on user-defined criteria and business rules.

Topic	One Response per Requirement (Offeror Use Only)					Module / Solution
	Y	C	3	F	N	
Asset Data	X					Proposed SAP ERP/Financial Operation Cloud Suite
Asset Data	X					Proposed SAP ERP/Financial Operation Cloud Suite
Asset Data	X					Proposed SAP ERP/Financial Operation Cloud Suite
Asset Inventory	X					Proposed SAP ERP/Financial Operation Cloud Suite
Asset Inventory	X					Proposed SAP ERP/Financial Operation Cloud Suite

Depreciation	X					Proposed SAP ERP/Financial Operation Cloud Suite
Depreciation	X					Proposed SAP ERP/Financial Operation Cloud Suite
Depreciation	X					Proposed SAP ERP/Financial Operation Cloud Suite
Depreciation	X					Proposed SAP ERP/Financial Operation Cloud Suite
Depreciation	X					Proposed SAP ERP/Financial Operation Cloud Suite
Disposal	X					Proposed SAP ERP/Financial Operation Cloud Suite
Disposal	X					Proposed SAP ERP/Financial Operation Cloud Suite
Disposal	X					Proposed SAP ERP/Financial Operation Cloud Suite
Disposal	X					Proposed SAP ERP/Financial Operation Cloud Suite
Disposal	X					Proposed SAP ERP/Financial Operation Cloud Suite
General	X					Proposed SAP ERP/Financial Operation Cloud Suite
General	X					Proposed SAP ERP/Financial Operation Cloud Suite
General	X					Proposed SAP ERP/Financial Operation Cloud Suite

General	X					Proposed SAP ERP/Financial Operation Cloud Suite
General	X					Proposed SAP ERP/Financial Operation Cloud Suite
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General	X					Proposed SAP ERP/Financial Operation Cloud Suite
General	X					Proposed SAP ERP/Financial Operation Cloud Suite
General	X					Proposed SAP ERP/Financial Operation Cloud Suite
Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite
Interface	X					Proposed SAP ERP/Financial Operation Cloud Suite

Customization Complexity	Offeror Comments
H / M / L	
	Fixed Assets module is fully integrated within the SAP application
	SAP Plant Maintenance helps manage inspections, repairs and preventive activities. The plant maintenance SAP module can also record problems in SAP, plan material activities and labor and record the cost. Also, if desired, SAP Plant Maintenance can control automatic repairs and maintenance requests.
	SAP Plant Maintenance helps manage inspections, repairs and preventive activities. The plant maintenance SAP module can also record problems in SAP, plan material activities and labor and record the cost. Also, if desired, SAP Plant Maintenance can control automatic repairs and maintenance requests.
	SAP provides the inventory and bar code information. However, the State is required to procure the scanning equipment
	<p>The SAP System supports the following physical inventory procedures:</p> <ul style="list-style-type: none"> •Periodic inventory •Continuous inventory •Cycle counting •Inventory sampling

	<p>Regardless of the physical inventory method, the process of physical inventory can be divided into three phases:</p> <ul style="list-style-type: none"> •Physical Inventory Preparation <ul style="list-style-type: none"> oCreate a physical inventory document. oBlocking Materials for Posting oPrint and distribute the physical inventory document. oPhysical Inventory Count •Counting stocks <ul style="list-style-type: none"> oEntering the result of the count on the physical inventory document printout oPhysical Inventory Analysis oEntering the result of the count into the system oInitiating a recount, if necessary •Posting inventory differences
	see response above
	This is standard functionality and maintained in the fixed assets master data
	<p>You can start a depreciation run in SAP by selecting "financial accounting" in the accounting menu. The select "fixed assets" menu and then the "periodic processing menu," from which you can find the "depreciation run" menu. Selecting "execute" will activate the depreciation run. The system automatically generates the GL posting</p>
	<p>SAP offers the following depreciation calculation methods:</p> <ol style="list-style-type: none"> a.Base Method b.Declining Balance Method c.Maximum Amount Method d.Multi Level Method e.Period Control Method
	SAP provides for a test run functionality which simulates the actual posting for your review
	SAP allows for a "special run" after a monthly run depreciation has completed

	SAP automatically applies the monthly depreciations throughout the life of an asset
	All transactional postings is retained in the historical information of the asset master data
	All asset classes are configurable based on user requirements
	SAP supports GASB 51 pronouncements
	This is supported by creating a sub asset and the sub asset will have its own useful life to match the parent asset
M	Asset disposal is standard functionality in SAP. The required forms and approval process will require build during the project implementation
	This is standard functionality and maintained in the fixed assets master data
	This is standard functionality. Once a disposal is initiated the system automatically creates the transactional postings and it will post in the Asset Ledger and General Ledger simulataneously.
	Need to understand what is a partial disposition
	Reimbursement request is done through the Employee Reimbursement process. This scenario and requirements should be discussed in that fit/gap discussion
	SAP system allows you to create a barcode with SmartForms. It will require barcode scanner tool to read the barcodes.
	This is standard functionality in SAP
	This is standard functionality in SAP

	This is standard functionality in SAP
	Standard reports can be used or a custom report developed using reporting tools included.
	This is standard functionality in SAP
	This is standard functionality in SAP
	This is standard functionality in SAP
	This is standard functionality in SAP
	Asset class configuration is based on user requirements
	Standard reports can be used or a custom report developed using reporting tools included.
	Asset class configuration is based on user requirements
	This is standard functionality
	Funding sources for all assets is maintained in the asset master data
	This is standard functionality
	This is standard functionality

	When the transaction for all components of the asset acquisition are linked to the asset master data then it is all captured in one place
	This is standard functionality
	SAP Maintenance Plans determine how and when a work order or notification will be generated. (Object or notifications will be referred to as objects in this article.) The scheduling parameter settings within the maintenance plan you create dictate these rules.
	Asset under Construction (AuC) is an asset class that is created and will capture all posting related to this asset. Once the project is completed, the AUC will be settled to the final asset.
	see response above
	Asset funding source and use of asset is assigned in the asset master data. If changes occur an asset transfer can be created to capture the new activity
	Transactions can be reversed
	Interface with 3rd party applications will be done during the project implementation. A list of excess inventory can be provided for publication to the SPO website
M	Interface with 3rd party applications will be done during the project implementation.

	Leased assets is an asset class category that will be configured in this module. SAP is GASB 87 compliant
	All transactions in SAP have drilldown capabilities
	This is standard functionality
M	Standard reports can be used or a custom report developed using reporting tools included.
	Standard reports can be used or a custom report developed using reporting tools included.
	Standard reports can be used or a custom report developed using reporting tools included.
	Standard reports can be used or a custom report developed using reporting tools included.
	Standard reports can be used or a custom report developed using reporting tools included.

	Standard reports can be used or a custom report developed using reporting tools included.
	Standard reports can be used or a custom report developed using reporting tools included.
M	Standard reports can be used or a custom report developed using reporting tools included.
	Standard reports can be used or a custom report developed using reporting tools included.
	This is standard functionality
	This is standard functionality
	This is standard functionality. Comments are limited based on the text descriptions fields
	This is standard functionality
	This is standard functionality
	This is standard functionality

Bonds	
ID#	Requirements
1	<p>The system shall provide the ability to comply with all provisions of federal law and regulations pertaining to retaining the tax-exempt status or other tax-advantaged status (e.g., federal tax credit to investors or refundable tax credit to the State) in regard to interest paid on state bonds.</p>
2	<p>The system shall provide the ability to transfer Cash between Sub-funds within Bond Funds (e.g., to cover cash payments based on an assigned priority or specific requests)</p>
3	<p>The system shall provide the ability to account for bond escrow investments and to provide user-defined notification of maturity and interest earnings for debt service payments.</p>
4	<p>The system shall provide the ability to calculate debt service requirements for all outstanding bonds, by payment types (e.g., principal, interest, total), by time period (e.g., fiscal year, fiscal quarter), by category (e.g., GO, GOR, revenue) and by department/entity (e.g., DHHL, Highways, Airports, Harbors, etc.) .</p>
5	<p>The system shall have the ability to sub-total debt service requirements based on user-defined criteria.</p>
6	<p>The system shall provide the ability to compute accrued interest payable.</p>

7	The system shall provide the ability to amortize bond issuance cost, deferred gain/loss on bond refunding, bond premiums and discounts and easily adjust, if applicable, for defeasements.
8	The system shall have the ability to provide bond administration system functionality, by bond type (e.g., General Obligation, General Obligation Reimbursable, and Revenue), including but not limited to:
9	Set up Bond Issuance schedule
10	Prepare Closing Instructions
11	Calculate and Service Debt
12	Reconcile Bonds Outstanding
13	Manage Fee Contract (e.g., set up contract; fee payments)
14	Manage IRS requirements related to non-purpose investments (e.g., rebate calculations and payments and investment yield restriction).

15	Manage Swaps (e.g., set up swap; swap payments; swap accruals)
16	Set up and Calculate Amortization Schedule (e.g., by fiscal year, by fiscal quarter)
17	Maintain (e.g., modify) Amortization Schedule
18	The system shall provide the ability to maintain and report bond information including but not limited to: bond balances, series, date of issuance, investment rates, maturity dates, original amount, and callable/noncallable.
19	The system shall provide the ability to track bonds based on user-defined criteria (e.g., callable vs. non-callable; type of bond).
20	The system shall provide the ability to track the type of bond issuance during the budget request process.
21	The system shall provide the ability to track expenditures and cash balance by bond issuance based on user-defined criteria.
22	The system shall provide the ability to track bond reserves (e.g., opening and ending balances, additions and deletions) based on user-defined criteria (e.g., by project).

23	The system shall provide the ability to record defeasements and track defeased bonds based on user-defined criteria.
24	The system shall have the ability to provide debt management system functionality, including but not limited to:
25	Set Up and Maintain Financing Calendar
26	Set up Bonds
27	Calculate Basis Mismatch and Bond Yield
28	Payment of Debt Service
29	Transfer Agent Services for State Issued Bonds
30	Fiscal Agent Services for State Issued Bonds

31	Ad Hoc and Trend Analysis (e.g., interest rates in bond market; financial and economic trends that impact bonds)
32	Required Reporting (e.g., disclosure)
33	The system shall provide the ability to generate forecasts for debt ratio based on forecasting debt requirements to projected General Fund revenues over a user-defined time period, based on user-defined criteria.
34	The system shall provide the ability to accumulate loans at any attribute (or combination of attributes) associated with the account or organizational structure, by project structure, by phase/cost element, over multiple years, for a user-defined time period.
35	The system shall provide the ability to support loans (e.g., interfund loans, program loans, intrafund loans) tracking, by any level in the organizational hierarchy, by user-defined periods (e.g., over multiple years, over multiple fiscal years), based on user-defined parameters, including but not limited to:
36	Fund

37	Appropriation
38	Organization Structure
39	Project(s)
40	Loan Date
41	Interest Rate
42	Payments (principal and interest)
43	YTD Payments (inflow vs. outflow)

44	Payment Dates (inflow vs. outflow)
45	Penalties/Interest
46	User-defined Loan Category (e.g., leveraged; restricted)
47	Loan Terms
48	Legal/Federal Loan Requirements
49	Authority (Citation and Amount)
50	Decisions To Forgive Debt (partial or full)

51	Fees/ NSF
52	Write-offs As Bad Debt
53	The system shall provide the ability to track loan activity, based on user-defined criteria, including but not limited to:
54	Source of Loan: (e.g., general fund, revenue bond, special revenue fund loan, federal fund, enterprise fund, pool loan)
55	Type of Loan (e.g., cash flow, statutory or budget act, revolving loan, program loan, reimbursement loan, guaranteed loan, loan converted from grant)
56	Other (e.g., Bond authority traded between organizations)
57	The system shall provide the ability to track various types of adjustments to authorized expenditures or revenues resulting from loan transactions, across multiple years, based on user-defined criteria.

58	The system shall provide the ability to create and maintain (e.g., modify) an amortization schedule for any type of loan, based on user-defined criteria (e.g., adjustments that would account for unscheduled principal reductions or any other change that would render the original schedule obsolete).
59	The system shall provide the ability to generate, track and modify multiple versions of loan projections, at any time during the fiscal year, based on user-defined criteria (e.g., amortization schedules), for user-defined parameters, including, but not limited to the following:
60	Loans, By Type (e.g. loans under repayment; loans not under repayment)
61	Loan Principal
62	Loan Interest
63	Loan Fees and Returned Check Fees
64	Deferred Revenue
65	Other

66	The system shall provide the ability to reconcile loans, showing disbursements and repayments at the fund level to overall GL account, based on user-defined criteria (e.g., by school district).
67	The system shall provide the ability to track repayment of loans which are funded through General Obligation Bonds and to refund the associated debt service costs based on user-defined criteria (e.g., by department; by project).
68	The system shall provide the ability to calculate amortization of construction interest, based on user-defined criteria.
69	The system shall provide the ability to calculate interest accrued in an user-defined time period (e.g., particular fiscal year) and to calculate cumulative interest expense, based on user-defined criteria.
70	The system shall provide the ability to generate reports on private activity, by bond issuance, based on IRS requirements and bond-funded project timeframes (e.g., at proposal (budget request), allotment (approval to proceed with project), project completion stages (when the asset is put into service), and changes in activity related to asset).
71	The system shall have the ability to provide folder for each Series of GO Bonds, with the following information:
72	Year and Series Designation;

73	Whether Bonds are Tax-Exempt, Tax-Advantaged (BABs, QECBs or other Federal Tax Credit) or Taxable;
74	Purpose of Bonds: New Money or Refunding or Combination;
75	Date of Sale of Bonds;
76	Date of Issue of Bonds;
77	Principal Amount;
78	Whether Bond is fixed interest rate or variable rate;
79	Reoffering Price of Bonds;
80	Uses of Bond Proceeds;

81	Amount used for costs of issuance (including underwriter's discount;
82	Amount use for New Money- cap ex;
83	Amount used for working capital;
84	Amount used for Refunding of either tax-exempt or taxable bonds;
85	Amount used to reimburse expenditures made prior to the Date of Issue of the Bonds; and
86	Other Uses (e.g., amounts used for grants, to make loans, to pay credit enhancement)
87	Identification of Purposes Financed and/or Refinanced

88	For New Money: list each Project allocated to the Bonds, with the following information:
89	· Department Name, Act No., SLH No.,
90	· Date of enactment of the Act,
91	· Title of Project,
92	· Amount of Expenditures Allocated to Bonds,
93	· Amount of Allocated Expenditures expended by date and amount,
94	· Amount of expenditures allocated to Governmental Purpose,
95	· Amount of expenditures allocated to Private Purpose,

96	Type of Expenditure (i.e., acquisition, construction, renovation, repair), and
97	Provide a link to the Capital Improvement Project folders (described below) for each Project to which proceeds of the Bonds are allocated,
98	For Refunding: for each series of refunded bonds provide a link to the folder for that refunded series;
99	Arbitrage Yield on the Bonds;
100	Bond Average Life based on Reoffering Price; and
101	Whether other bonds sold within 15 days of the Bonds, and if so, a link to the folder for such other bonds.
102	The system shall have the ability to provide folders for each Capital Improvement Project to be funded by State GOs or Other States Funds, with the following information:
103	(a) Department Name;

104	(b) Title of Project;
105	(c) Act No.; SLH Year;
106	(d) Aggregate Authorized cost amount for Project for all Fiscal Years;
107	(e) Expected economic life of Project;
108	(f) Amount of Project cost allocated to a particular Bond Series;
109	(g) Amount of Project expenditures allocated to a particular Bond Series and date of each such expenditure;
110	(h) Type of expenditure (acquisition of building or equipment, construction, renovation, repair);
111	(i) Whether Project is a Governmental Purpose Project or a Private Purpose Project. A Private Purpose Project is any Project other than a Governmental Purpose Project. To qualify as a Governmental Purpose Project, one of the following must be true with respect to the Project:

112	(i) There is no sale, installment sale, loan, financing lease or operating lease, license, management agreement, research agreement, or customized contract to sell output, to or with a person other than the State, a County, or a City or agency or instrumentality thereof. For example, the contracting person cannot be a 501(c)(3) organization or the federal government;
113	(ii) There is a transfer of ownership, use or output of the Project to a person other than the State, County or City or agency or instrumentality thereof who (x) is unrelated to a State, a County, a City, or instrumentality thereof and (ii) makes no payment for ownership o use of the Project (i.e., a grant of the Project) or makes payments that do not exceed the State’s direct costs of operating and maintaining the Project; and (y) makes no payment for ownership or use of the Project (i.e., a grant of the Project) or makes payments that do not exceed the State’s direct costs of operating and maintaining the Project;
114	(iii) There is no transfer of ownership or use of the Project to a person who is other than the State, County or City or agency or instrumentality thereof, except for a management agreement or research agreement and either (x) the State has determined that the management agreement is a “qualified management agreement” under IRS Revenue Procedure 2017-13 or a “qualified research agreement” under Revenue Procedure 2007-47 or the Project being managed is not used to provide services third parties for a fee; or
115	(iv) The Project consists of a transfer of proceeds to a State agency or instrumentality but the proceeds are not ultimately used to make a loan to a person other than the State, County or City or agency or instrumentality thereof and any use of the Project by a person other than the State, County or City or agency or instrumentality thereof satisfies (i), (ii) or (iii) above;
116	(j) if the Project is a Private Purpose Project a description of the type of private use; and

117	(k) if the Project is a Governmental Purpose Project, whether there has been any change of use of the Project from the originally expected use and if so, a description of such change of use.
118	The system shall have the ability to input data on projects on a periodic basis, including projects not initially receiving an allotment of capital improvement funds and including any information regarding a change in use.
119	The system shall have the ability to input expenditure data on a periodic basis and allocation of such expenditures by Bond Series and by Project
120	The system shall provide the ability to generate loan reports and incorporate loan data in standard finance and budget reports, based on user-defined criteria (e.g., summary, detail), including but not limited to the following:
121	Actuals
122	Budgeted

123	Budgeted Versus Actuals
124	Projected Versus Actuals
125	Fund Balance
126	Budget Projections
127	Comparative Statement of Revenues
128	GAAP Reports
129	The system shall provide the ability to compute the current portion of bonds.

Bond Accounting	X	X			SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Bond Administration					SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
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Debt Management						SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
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Debt Management						SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
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Loans			X			SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
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Loans					SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
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Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Loans	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X	X			SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X			X	SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X			X	SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X	X			SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
New Bond Allocation	X				SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Reporting					
Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

Customization Complexity	Offeror Comments
H / M / L	
	<p>Part of this Functionality is available today and additional functionality will be available in the upcoming release of the SAP S4/HANA ERP/Finance Cloud Suit(Scheduled for G/A release in September -2021)Bond master data will have the ability to have multiple account assignments. Additional six field account assignments, i.e. funded program, functional area, etc. The Proposed SAP SOLUTION will support compliance to federal law and regulations.</p>
	<p>Cash transfer between bond funds is standard functionality in the General Ledger module</p>
	<p>Escrow payments and interest payments is standard. User has access to standard reports to review maturity and interest earnings</p>
	<p>Calculation of debt service payments for all bonds is standard functionality</p>
	<p>User has access to standard reports to review this information</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>

	Amortization is standard functionality and additional configuration and developed enhancements will be provided within the Proposed SAP SOLUTION for special calculations
	Standard Functionality within the Proposed SAP SOLUTION.
	Set up and facilitation of the closing instructions will be a combination of custom forms, reports, via additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION
	Contracts will be setup in purchasing or pay directly with the use Debt issue fund master. Once information is available it can be reported in the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
	Within the Proposed SAP SOLUTION - reporting to manage the restrictions for non purpose investments will be provided to meet this requirement

	Part of this Functionality is available today and additional functionality will be available in the upcoming release of the SAP S4/HANA ERP/Finance Cloud Suit(Scheduled for G/A release in May -2022)
	This specific Schedule is part of standard report. Future dating will be provided via additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION
	This specific Schedule is part of standard report. Future dating will be provided via additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION
	This type of Reporting will be facilitated via the SAP Enterprise Reporting and Analytics Suite.
	Use user defined field to categorize bond types, callable vs non callable. Additional reporting will provide this information
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Bond related investments can be tracked in the SAP Treasury & Risk Management Module. Cash balance can be tracked in SAP_S4/HANA Financial Operations CLOUD SUITE(GL)

	If bonds require defeasement, bond master can be closed. Losses incurred can be written off in the SAP_S4/HANA Financial Operations CLOUD SUITE(GL)
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, via additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION a custom role in Business Partner(BP) will be created and assigning the BP to the bond master
	To facilitate this requirement, via additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION a custom role in Business Partner(BP) will be created and assigning the BP to the bond master

	<p>To facilitate this requirement, via additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION a custom report will be developed and delivered..SIFMA bench market interest rates is available in SAP through upload program. Reporting can be made available once the information is in the SAP Proposed SOLUTION. Bloomberg and Morningstar interface are available.</p>
	<p>To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis with the State</p>
	<p>To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite which provides forecasting features</p>
	<p>To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement</p>
	<p>To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement</p>
	<p>To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement</p>

	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement
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	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.

	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which should cover this requirement. We would respectfully suggest an alignment session with the state to ensure complete understanding in this area, which may require additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.

	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which should cover this requirement. We would respectfully suggest an alignment session with the state to ensure complete understanding in this area, which may require additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement
	Standard Functionality within the Proposed SAP SOLUTION.

	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	**Note: We would need the State to define "Other" so we can provide a specific compliant confirmation response

	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to meet this requirement to fully integrate loans, bonds, investments, funds management
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will utilize the SAP Complex Loan Application which has a stand alone master data set. LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to facilitate defined timeframe and 3-different loan types. This may also be facilitated via the SAP Enterprise Reporting and Analytics Suite
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis with the State
	Future release 2022
	Future release 2022

	<p>To facilitate this requirement, LSI will utilize the SAP Treasury and Risk Management Application LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION for reporting and amortization purposes</p>
	<p>To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include State Bond capacity management</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>This is managed through Procurement and the General Ledger modules</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>
	<p>Standard Functionality within the Proposed SAP SOLUTION.</p>

	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	To facilitate this requirement, LSI will utilize the SAP Treasury and Risk Management Application LSI will facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION to provide for Arbitrage reporting
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.

	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Clarification: The State will need to defined economic life in the Fixed Assets Module within the Proposed SAP SOLUTION. Tracking will be facilitated through delivered reports.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.

	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) , business partners can be assigned to roles. Roles not defined in the business partner can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) this functionality is provided. "Business partners" can be assigned to roles. Roles not defined in the business partner catalog can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) this functionality is provided. "Business partners" can be assigned to roles. Roles not defined in the business partner catalog can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>In TRM, we can assign business partners to roles. Roles not defined in the business partner can be restricted to the allowable parties only. Ultimately, this requires a human oversight to ensure compliance</p>
	<p>In TRM, we can assign business partners to roles. Roles not defined in the business partner can be restricted to the allowable parties only. Ultimately, this requires a human oversight to ensure compliance</p>

	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) this functionality is provided. "Business partners" can be assigned to roles. Roles not defined in the business partner catalog can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) this functionality is provided. "Business partners" can be assigned to roles. Roles not defined in the business partner catalog can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) this functionality is provided. "Business partners" can be assigned to roles. Roles not defined in the business partner catalog can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>Within the SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management) this functionality is provided. "Business partners" can be assigned to roles. Roles not defined in the business partner catalog can be restricted to the allowable parties only. Ultimately, this requires State oversight, to ensure complete compliance</p>
	<p>To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria</p>
	<p>To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria</p>

Investments

ID#	Requirements
1	The system shall provide ability to manage and track investment accounts and automatically reconcile with General Ledger and related user-defined functions within the EFS
2	The system shall provide ability to capture general investment account data based on user-defined configuration including, but not limited to:
3	Type of investment
4	Financial Institution/Issuer
5	Fund Type
6	Cost (e.g., face amount less discount plus premium plus accrued interest)
7	Agency Purchasing
8	Document/Certificate No.
9	Investment Purchase trade date, settlement date and Maturity Dates
10	Investment Pool - include or exclude

11	Term/Period/Number of Days
12	Yield (e.g., percentage)
13	Interest (e.g., purchased accrued interest)
14	Amounts (e.g., face amount, discount, premium, etc.)
15	Interest (including any purchased accrued interest)
16	Duration
17	The system shall have ability to compute rate of return based on user-defined cash or accrual bases.
18	The system shall provide the ability to track and report on investments based on user-defined categories including, but not limited to:
19	Type of Inflow/Outflow
20	Fund (e.g., general, special, trust, agency, bond, etc.)
21	Investment type and description/narrative
22	The system shall provide ability to track and manage the cash flows and project cash flows of securities in the portfolio.

23	The system shall provide ability to track maturing investments (e.g., net amount of cash in/outflows, investments and type of investments purchased to meet cash obligation or cash shortfalls for the day.
24	The system shall provide the ability to compute investments maturities, by investment type, by time period (e.g., fiscal year, fiscal quarter), and other user-defined criteria.
25	The system shall provide the ability to sub-total investment maturities based on user-defined criteria.
26	The system shall provide ability to provide automatic investment updates based on user-defined parameters (e.g., dynamic/real-time, scheduled/batched, etc.)
27	The system shall provide ability to query and report on investment purchases based on user-defined maturity date/period.
28	The system shall provide capability to generate standard and adhoc investment tracking reports based on user-defined parameters (e.g., date or period driven) including, but not limited to, financial statements, trial balance, transaction register, etc.
29	The system shall have ability to generate the following reports using State-defined formats including, but not limited to:
30	Allocation of investment pool earnings to participating agencies

31	Daily Investment Maturities
32	General Fund Earnings
33	Interest on Investments Maturing
34	Investment Pool Earnings - realized interest, gain on sale
35	Investment Register - Detail
36	Investment register - details of holdings, summary by fund
37	Investment Register - Summary
38	Statement of Cash

39	Status of Outstanding investment register - detail holdings, summary by fund
40	Performance measurements, benchmark designation
41	Compliance monitoring - Investment Policy criteria, HRS
42	Interface with custodial bank, external managers- automatically post transactions to GL daily
43	Capability to receive daily transaction files from Custodial Bank and generate entries for general ledger recording

General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General					SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)

General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
General	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
Inquiry & Reporting	X				SAP_S4/HANA Financial Operations CLOUD SUITE (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics

Customization Complexity	Offeror Comments
H / M / L	
	Part of this Functionality is available today and additional functionality will be available in the upcoming release of the SAP S4/HANA ERP/Finance Cloud Suit(Scheduled for G/A release in May -2022)
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
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	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality. Rate of return is standard calculation on accrual basis.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality. Based on investments, user has the ability to view projected cash flows

	Standard Functionality. Tracking of maturing investments is standard. Cash and liquidity Management module can provide the information to meet cash obligations
	Standard Functionality within the Proposed SAP SOLUTION.
	Standard Functionality within the Proposed SAP SOLUTION.
	Investment information entered in the Proposed SAP SOLUTION is tracked real time. To fully facilitate this requirement, LSI will utilize the SAP Treasury and Risk Management Application + the SAP Enterprise Integration Suite to facilitate additional configuration and developed enhancements, as provided in the Proposed SAP SOLUTION for Interfaces with brokers.
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria

	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria
	To facilitate this requirement, LSI will deliver configured reports via the SAP Enterprise Reporting and Analytics Suite , as identified - via the fit/gap analysis which will include this reporting criteria

Appendix A-2 – Expansion Phase Requirements, Revised
RFP-ERP-2020

Requirements Matrix | Instructions

This requirements matrix is comprised of multiple tabs, and together they contain the full set of requirements for which SOH requires vendor responses.

Please respond to each and every requirement (even ones that appear redundant) as follows:

1. Indicate your response to each line item with an "X" in the appropriate "One Response per Requirement" column, according to the following labels and definitions:

Y = Yes, we meet this requirement out-of-the-box or with configuration capabilities provided within the software.

C = We can meet this requirement via customization/extension-- i.e., for a SaaS solution, the functionality would be provided by building an extension using platform as a service (PaaS) capabilities provided either by the vendor or a third party. (If this column is indicated, please provide an indication of High, Medium, or Low development complexity in the "Customization Complexity" column. Costs of all extensions/customizations by process/functional area should also be noted separately in your Pricing Response.)

3 = We can meet this requirement by partnering with another third party solution. (If this column is indicated, please provide the name of the third party product in the "Comments" column.)

F = We can meet this requirement with a future release of our software. (If this column is indicated, please provide the version and timing of the release in the "Comments" column.)

N = No, we cannot meet this requirement.

2. For each line item, note the name of the module that will handle the required functionality in the "Module/Solution" column, so that SOH can align your module pricing to the requirements.

Core Requirements	
<i>Tab</i>	<i>Topic</i>
Appropriations	Appropriations
Budget	Allocations
Budget	Budget Administration
Budget	Budget Development: Base Budget/Rollover/Versions
Budget	Budget Development: Functionality/Capability
Budget	Budget Development: General
Budget	Budget Document
Budget	Budget Forecasting
Budget	Budget Reporting: General
Budget	Budget Resource Planning
Budget	CIP Budgeting
Budget	General
Budget	Personnel Budget
Grant Management	Budgeting
Grant Management	Commitment Control
Grant Management	Create and Maintain Grant
Grant Management	General
Grant Management	Interfaces
Grant Management	Manage Grant
Grant Management	Monitoring
Grant Management	Outcomes tracking
Grant Management	Record and Track Grant Transactions
Grant Management	Reporting

Appropriations			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	Ability to track appropriations based on user-defined criteria	Appropriations	X					S4 HANA ERP Cloud Suite		Appropriations is tracked using a combination master data objects, such as: fund, fund center or funded program (organization), commitment item (GL account), functional area, etc. This is configurable based on the State requirements
13	Ability to perform and track various types of adjustments to authorized appropriations, across multiple years, including but not limited to the following:	Appropriations	X					S4 HANA ERP Cloud Suite		
14	Ability to process adjustments retroactively, based on user-defined criteria	Appropriations	X					S4 HANA ERP Cloud Suite		This is standard functionality
15	Ability to enter appropriations through an user-defined template, with system-generated notifications (e.g., notification to budget specialist)	Appropriations	X					S4 HANA ERP Cloud Suite	L	This is standard functionality
16	Ability by authorized users to override appropriation control, and to track/review transactions which occur due to override	Appropriations	X					S4 HANA ERP Cloud Suite	L	Appropriation control or in SAP we call them Availability control is configurable. If override is desired with proper authorization a user can make this adjustment
17	Ability to reconcile allocations and appropriations, to monitor allocations levels versus appropriation levels, based on user-defined criteria (e.g., type of appropriation; general fund versus federal funds), to restrict release of allocations until final appropriation authority is approved	Appropriations	X					S4 HANA ERP Cloud Suite		All transactions posted are tracked and reconciled. It is available through reporting
18	Ability to track multi-appropriations balances at year-end to roll the appropriations balances forward to new fiscal year as opposed to enactment year	Appropriations	X					S4 HANA ERP Cloud Suite		Carryforward is a standard transaction in SAP and can be carried at the end of the fiscal year

Budget			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	Ability to generate allocation documents to define the purpose of the allocation, rationale for allocation, guidelines for implementation, allocation of resources (i.e., how positions and funds are to be distributed by cost center and character), and additional user defined criteria	Allocations	X					SAP Budgeting and Planning for the Public Sector		Allocation form - decision package
2	Allow for a designated program manager to complete the allocation documents	Allocations	X					SAP Budgeting and Planning for the Public Sector		Access controls
3	Allow for the draft allocation document to be routed for approval based on user-defined criteria	Allocations	X					SAP Budgeting and Planning for the Public Sector		Workflow
4	Ability to report on the timeline and current status of all stages of the allocation process, including but not limited to the creation and approval of allocation documents	Allocations	X					S4 HANA ERP Cloud Suite		reporting
5	Ability to maintain all completed allocated documents and make them available for read-only access	Allocations	X					S4 HANA ERP Cloud Suite		Reporting
6	Ability to sort completed allocation documents by program, allocation number, program title, and other user-defined criteria	Allocations	X					S4 HANA ERP Cloud Suite		reporting
7	Ability to define required fields (e.g., cost centers) for the input of allocations into an expenditure plan	Allocations	X					SAP Budgeting and Planning for the Public Sector		master data - value help
8	Produce a report of Program Managers based on user-defined criteria (e.g., current year)	Allocations	X					S4 HANA ERP Cloud Suite		reporting
9	Ability for approval by electronic signature and to designate final approval as defined by the SOH	Allocations	X					SAP Budgeting and Planning for the Public Sector		Workflow
10	Ability for program manager to initiate a subsequent allocation document and ensure the funds needed for allocation is available before issuing allocation document, and also reserve those funds so no expenditure plan or transfer can occur	Allocations	X					S4 HANA ERP Cloud Suite		Retraction
11	Allow attachment(s) be added to the allocation document to provide additional information	Allocations	X					SAP Budgeting and Planning for the Public Sector		Attachments tab
12	Ability to compare appropriations to actual expenditures, based on user-defined criteria (e.g., to any level provided by budget detail)	Budget Administration	X					SAP Budgeting and Planning for the Public Sector		Columns in budget forms are configurable. For example, an 'In-Year Budget Monitoring' form may display the current appropriation, actual expenditures to date, encumbrances to date, remaining balance and percent of appropriation remaining.
13	Ability to track fund totals, appropriation totals, positions, expenditures, and revenues/receipts	Budget Administration	X					SAP Budgeting and Planning for the Public Sector		Any data can be extracted to the SAP SBP at any time and presented in forms or reports for tracking purposes.
14	Ability to compare authorized allocation authority to actual expenditures, based on user-defined criteria (e.g., to any level provided by budget detail)	Budget Administration	X					SAP Budgeting and Planning for the Public Sector		Columns in budget forms are configurable. For example, an 'In-Year Budget Monitoring' form may display the current appropriation, actual expenditures to date, encumbrances to date, remaining balance and percent of appropriation remaining.
15	Ability to support allocation transfers tracking over user-defined periods (e.g., over multiple years, over multiple fiscal years), based on user-defined criteria (e.g., by authority)	Budget Administration	X					SAP Budgeting and Planning for the Public Sector		Use of a 'Budget Transfer' form to request and process transfers enables storage of data related to a transfer. A separate form or report is used to track the transfer data. The user-defined selection criteria determines the tracking view presented.
16	Ability to support allocation transfers (e.g., between characters or programs) tracking over user-defined periods (e.g., over multiple years, over multiple fiscal years), based on user-defined criteria (e.g., by authority)	Budget Administration	X					SAP Budgeting and Planning for the Public Sector		Use of a 'Budget Transfer' form to request and process transfers enables storage of data related to a transfer. A separate form or report is used to track the transfer data. The user-defined selection criteria determines the tracking view presented.

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17	Provide flexibility to accommodate future change to budget allocation at the sub-organization level either within another module or separately procured system, without requiring rework of the activities included in the scope of this procurement	Budget Administration	X					SAP Budgeting and Planning for the Public Sector		The 'Budget Transfer' form is configurable. Data fields are easily built-in to accommodate planned future changes in practices.
18	Ability for authorized users to designate which budget "version" to use to create a base budget for the beginning of a budget development cycle	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		Configure the Base Budget form with a 'Copy' function enabling a user to select a budget 'version' to use as the beginning budget level.
19	Ability to roll over base budget amounts each fiscal year, which can be further adjusted to reflect the enacted budget and other appropriation legislation	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		Configure the Base Budget form with a 'Copy' function enabling a user to select a budget 'version' to use as the beginning budget level.
20	Ability to drill down to a level of detail that accounts for all prior year adjustments	Budget Development: Base Budget/Rollover/Versions	X					S4 HANA ERP Cloud Suite		Reporting
21	Ability to include and/or exclude accounts or budget items from the rollover process, and to specify amounts to roll over, based on user-defined criteria	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		Configure the Base Budget form with a 'Copy' function enabling a user to select a budget 'version' to use as the beginning budget level.
22	Ability to identify adjustments to the base budget, based on user-defined budget categories (e.g., COLA, WSF, new or expanded program)	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		Decision Packages
23	Provide version control capability	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		Stages
24	Ability to track requested, recommended and approved budget, and decision level, with the ability to rollover data from one budget version/stage to the next budget version/stage	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		Stages
25	Ability to track and display budget changes associated with each version, based on user-defined criteria	Budget Development: Base Budget/Rollover/Versions	X					SAP Budgeting and Planning for the Public Sector		SAP database tracks 'delta' changes; Audit Trail
26	Ability to generate financial plans by organizational level (e.g. unit, section, branch, division, department/office based on user-defined criteria	Budget Development: Functionality/Capability	X					S4 HANA ERP Cloud Suite		Reporting
27	Ability to generate financial plan templates based on user-defined parameters	Budget Development: Functionality/Capability	X					S4 HANA ERP Cloud Suite		Ad-Hoc Reporting
28	Ability to develop budgets (e.g., expenditures), based on user-defined parameters (e.g., category, object, program structure, fund, item of appropriations, and organization structure) including, but not limited to, the following:	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Recommend use of standard, pre-defined budget forms.
29	Ability for each organizational unit to develop and modify a budget at any level of the organizational structure and at any level of the program structure, throughout the budget development process	Budget Development: Functionality/Capability					X			Not recommended.
30	Ability to approve changes to the budgeted amounts in any budget version (e.g., development budgets, enacted budget), based on a user-defined process and audit trail	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		SBP - User-defined workflow by form instance
31	Ability to apply a percentage increase or decrease to a single or range of budget figures, based on user-defined criteria (e.g., organization structure, program structure, fund, appropriation)	Budget Development: Functionality/Capability		X				SAP Budgeting and Planning for the Public Sector		SBP - Custom-configured planning functions
32	Ability to distribute to a range of budget figures, based on user-defined criteria (e.g., proportionally based on percent of a whole), with maintenance of distribution calculations. Turnover Savings calculations	Budget Development: Functionality/Capability		X				SAP Budgeting and Planning for the Public Sector		SBP - Custom-configured planning functions
33	Ability to capture detailed budgeted revenues/receipts adjustments, by fund, by appropriation, by source of receipt, and by other user-defined parameters	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Revenue form

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34	Ability to calculate and optionally distribute adjustments (e.g., COLA, growth and population adjustments, employee compensation and retirement, and reimbursement rates), based on user-defined parameters	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Target Form
35	Ability to consolidate organizational unit budgets (e.g., expenditures, transfers, and revenues/receipts), actual and budgeted, at any level of the organizational structure, across organizational structures	Budget Development: Functionality/Capability	X					S4 HANA ERP Cloud Suite		Reporting
36	Ability to establish budget revenues/receipts and transfers by source, by fund, by appropriation, by user-defined time period (e.g., fiscal year), by any level within the organizational structure, and by any other user-defined parameter.(NGF 37-47 reports.)	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Revenue Form
37	Ability to develop budget revenue/receipt estimates, by fund, by appropriation, by source of receipt, and by other user-defined criteria	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Revenue form
38	Ability to utilize and maintain data from multiple external sources (e.g., student enrollment projections, B&F Variance reports)	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Custom-configured data extracts and storage objects.
39	Ability to load financial plan templates to be used as the allocation	Budget Development: Functionality/Capability	X					SAP Budgeting and Planning for the Public Sector		Retraction
40	Ability to define entry worksheets based on user-defined criteria	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		Budget office define web forms
41	Ability to integrate user-defined entry worksheets with budget entry screens. (Including Program inputs on Trade off / Transfers / new requests)	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		User-defined supplemental entry workbooks can be integrated into standard Excel-Based Entry Forms.
42	Ability to create and save personal configurations of the entry worksheet	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		Excel-Based Entry Forms
43	Ability to develop and save budgets based on any user-defined stage/version in the budget development cycle without impacting budgets for other stages/versions.	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		Stages
44	(e.g., House could have HD1, HD2, etc. Senate could have SD1, SD2, etc. Conference could have CD1, CD2, etc.)	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		Stages
45	Ability to record audit trail information (including user ID) when changes are made to budget information within a stage of the budget development cycle, based on user-defined parameters (e.g., by department, by version)	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		Audit Trail
46	Ability to record audit trail information when information is moved from one stage of the budget development cycle to another stage, based on user-defined parameters (e.g., by department, by version)	Budget Development: General	X					SAP Budgeting and Planning for the Public Sector		Audit Trail
47	Ability to analyze data at any stage of the budget development cycle, by user-defined level of detail (e.g., by any level within the SOH's organizational hierarchy; by account number; by account name/description), based on user-defined criteria	Budget Development: General	X					S4 HANA ERP Cloud Suite		Reporting
48	Ability to produce user-defined budget documents (e.g., budget highlights at any level of the organization structure, fund condition at any level of the organization structure)	Budget Document			3			PatternStream		Complex information product
49	Ability to export and merge data and text (e.g., budget narrative) for the production of budget documents	Budget Document			3			PatternStream		Complex information product
50	Ability to produce and update the budget document and all reports, including supplemental reports and schedules, in a web-based format, which provides the ability to have pop-up screens and sidebars and to be downloaded by external users	Budget Document			3			GoogleDoc or Microsoft One Drive with Word		Web-based multi-user editing tool.

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51	Provide annotation of changes and revisions for budget document narratives, based on user-defined criteria (e.g., system-generated changes; user changes)	Budget Document			3			GoogleDoc or Microsoft One Drive with Word		Web-based multi-user editing tool.
52	Ability to track and manage changes or revisions to the budget document narratives	Budget Document			3			GoogleDoc or Microsoft One Drive with Word		Web-based multi-user editing tool.
53	Provide a fully featured modeling function	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		Features are configurable as desired by the State.
54	Ability to perform "what if" budgeting modeling and analysis, at any user-defined level (e.g., individual employee, project, and program), for multiple user-defined criteria and parameters	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		PEP; Decision Packages
55	Ability to forecast based on user-defined parameters	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		Economic factors
56	Ability to export and import budget forecasting data from and to external systems (e.g., demographics)	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		BW integration; upload to a form
57	Ability to assign effective dates to user-defined parameters (e.g., object detail), to create projections that support compounded increases or decreases, based on set value or percentage value, over multiple year budgets.	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		Custom-configured planning function.
58	Ability to change projections at any time during the fiscal year, based on user-defined criteria (e.g., state economic forecasts), for user-defined parameters, including, but not limited to the following:	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		Configuration of projection function is custom-configurable to provide the State with desired features.
59	Ability to save an unlimited number of forecasting models, with assigned model owner, maintaining them for historical purposes.	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		An unlimited number of forecasting models can be created. Further, configuration of projection functionality is customizable to provide the State with additional fields and desired features such as assignment of a model owner.
60	Ability to produce and maintain multi-year, long range forecasts, for a minimum ten year period.	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		Any forecasting horizon is configurable.
61	Ability to model across-the-board budget changes for revenue/receipt and/or expenditures,.	Budget Forecasting	X					SAP Budgeting and Planning for the Public Sector		Custom-configured planning function.
62	Ability to generate summary and detail level projection reports, by user-defined criteria (e.g. B&F Org, Program ID, department/office, by user-defined time period, for user-defined parameters	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
63	Ability to generate statements/reports/documents of budgeted expenditures, bonds, transfers, and revenues/receipts in comparison with prior years budgeted and actual expenditures, bonds, transfers, and revenues/receipts, based on user-defined parameters (e.g., as of given date, any level of the organization structure, object structure, by fund, by appropriation)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
64	Ability to generate statements/reports/documents of actual expenditures, bonds, transfers, and/or revenues/receipts by any level within the organizational structure, by appropriation structure, by program structure, by user-defined time period (e.g., current or prior fiscal year history; calendar year; multiple years; state and federal FY)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
65	Ability to generate statements/reports/documents comparing budgeted versus actual expenditures, bonds, transfers, or revenues/receipts by any level within the organizational structure, by appropriation structure, by program structure, by user-defined time period (e.g., current or prior fiscal year history; calendar year; multiple years; accounting FY, budget FY)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.

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66	Ability to generate statements/reports/documents comparing projected versus actual expenditures, reimbursements, loans, bonds, transfers, or revenues/receipts by any level within the organizational structure, by appropriation structure, by program structure, by user-defined time period (e.g., current or prior fiscal year history; calendar year; multiple years; accounting FY, budget FY)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
67	Ability to generate budget reports at any level within the organization (e.g. department, office, district, complex area, complex), by program structure, by project structure, by fund, by appropriation, by object code, by other user-defined criteria (e.g., any named version of the budget), including but not limited to the following information:	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
68	Proposed budget (adopted, adjusted, multi-year), for user-defined period	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
69	Actual revenues/receipts, encumbrances, expenditures and transfers, for user-defined period (e.g., Current YTD, inception-to-date)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
70	Prior years actual revenues/receipts, encumbrances, expenditures, transfers, and percentage, for user-defined period	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
71	Funding Transfers (including history), for user-defined period	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
72	Encumbrances (e.g., carry-over, accruals, multi-years), for user-defined period	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
73	Fund Balance (e.g., changes over user-defined time period; loans outstanding)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
74	Accruals (e.g., changes over user-defined time period)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
75	Positions	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
76	Budget Projections (e.g., revenues/receipts, expenditures, reimbursements, loans)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
77	Budget Forecasts	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
78	Extrapolation, based on user-defined criteria (e.g., Straight line extrapolation based on YTD; straight line total encumbrance)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
79	Ability to print online comments entered at the budget line item level regarding purpose of budget request by any level within the organizational structure, with access (view/edit) to comments based on user-defined authorization	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
80	Ability to generate allocation/allotment reports, for user-defined time period (e.g., quarterly), based on user-defined criteria	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.

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81	Ability to generate position control reports, based on user-defined criteria (e.g., filled positions vs. budgeted; projected salary savings)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
82	Ability to generate budget revenue/receipt forecast reports	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
83	Ability to generate a report that identifies all incremental changes between multiple versions of the budget or points in time, based on user-defined criteria	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
84	Ability to generate an adjustment report that reconciles all adjustments to the enacted budget	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
85	Ability to aggregate data for SOH-wide reports, based on user-defined criteria	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
86	Ability to "lock out" organizational units or budget items, based on user-defined criteria	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
87	Ability for "view only" access to organizational units and users during budget development and enactment processes	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		Stage authorization
88	Ability to define multiple document approval stages and track a record of the budget at each user-defined stage	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		Stages
89	Ability to support distribution, publishing, and tracking of budget documents to external stakeholders	Budget Reporting: General			X			PatternStream		PatternStream
90	Ability to accommodate multiple methods of budgeting, including but not limited to:	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		
91	Academic Plan (text-data merge with the Financial Plan)	Budget Reporting: General			X			PatternStream		PatternStream
92	Program Budgeting	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
93	Line-Item Budgeting	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
94	Zero-Based Budgeting	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
95	Performance-based Budgeting	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
96	Ability to identify and distinguish federal and state funding sources, and to support the authorization process for receipt of federal funds, based on user-defined criteria (e.g., by program, by project)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
97	Ability to roll-up accounts based on user-defined criteria (e.g., across any level of the organization structure)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
98	Ability to support budget changes required as a result of reorganization (within any level in the organization structure), consistent with changes (proposed or actual), to the accounting organization structure, based on user-defined effective date(s)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
99	Ability to perform calculations based on user-defined rules and guidelines, user-defined time periods, and user authorization level	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.

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100	Ability to integrate carryover data with the budget process, including but not limited to budget planning, budget documents, and budget forecasting, based on user-defined criteria (e.g., add or remove "one-times")	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
101	Provide word processing capability for entering narrative, using user-defined templates and based on user-defined parameters (e.g., user-defined limits on amount of narrative). This capability shall include but not be limited to:	Budget Reporting: General						S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
102	Formatting (e.g., bold, underline, font color)	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
103	Spell Check	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
104	Custom Dictionary	Budget Reporting: General					X	S4 HANA ERP Cloud Suite		
105	Thesaurus	Budget Reporting: General					X	S4 HANA ERP Cloud Suite		
106	Ability to download and upload budget narrative to word processing tools, while retaining original format	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
107	Ability to maintain (store), print, download and/or upload budget information for all budget phases in various user-defined formats (e.g., MS Excel, MS Access, Adobe.pdf, .jpg, XML), based on user-defined parameters	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
108	For general budget, support online access (in production environment) to historical budget and actual information, for a minimum of 3 previous bienniums, based on user-defined criteria	Budget Reporting: General	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
109	Multi-Year display (two previous years, two current years, 4 planning years)	Budget Resource Planning	X					S4 HANA ERP Cloud Suite		
110	Approval Workflow (for budget plans up until BOE submittal)	Budget Resource Planning	X					SAP Budgeting and Planning for the Public Sector		
111	Plan Phase Tracking (As budget plan moves through the various stages, we need the ability to report on and provide comparisons at each phase)	Budget Resource Planning	X					SAP_Enterprise Reporting & Analytics Cloud Suite		Reporting
112	Document Management for plan submissions and supporting documents	Budget Resource Planning	X					SAP Budgeting and Planning for the Public Sector		Attachments
113	Reports/Outputs for SOH leadership, BOE, Budget and Finance and the Legislature	Budget Resource Planning	X					S4 HANA ERP Cloud Suite		Reporting
114	Provide ability to collect and process the data via the new electronic system and produce the Forms via a reporting function in a "pixel perfect" replication for State B&F as they require paper. Budget Plan Submissions for Budget and Finance and Legislature including (Form A, B, C, FF, BJ Tables and Variances). State of Hawaii B&F Budget Forms == https://budget.hawaii.gov/budget/budget-forms/	Budget Resource Planning		X				Business Objects - Crystal Reports	M	Custom reports
115	Inquiries module (Inquiries to Budget office and responses)	Budget Resource Planning	X					SAP Budgeting and Planning for the Public Sector		View only forms
116	Ability to accommodate new submission requirements by Decision Making entities (BOE, GOV and/or Legislature may require budget plans to be submitted in various formats which may change from year-to-year)	Budget Resource Planning		X				Business Objects - Crystal Reports		Custom reports
117	Provide ability to post web reports for public consumption	Budget Resource Planning	X					Business Objects - Crystal Reports		Output to Adobe PDF format
118	Salary Projections	Budget Resource Planning	X					SAP Budgeting and Planning for the Public Sector		

Budget			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
119	Program Dashboards - KPI (Budget to Actual and Position Appropriated, Established, Filled, Vacant)	Budget Resource Planning	X					S4 HANA ERP Cloud Suite		
120	Request bank, programs can develop future budget plans and decide which budget year they would like to submit them	Budget Resource Planning	X					SAP Budgeting and Planning for the Public Sector		Copy form instance.
121	Provide budgeting functionality for CIPs	CIP Budgeting	X					SAP Budgeting and Planning for the Public Sector		Capital Improvement Planning form
122	Ability to accommodate multiple methods of budgeting (e.g. Zero-based and Performance-based)	General	X					SAP Budgeting and Planning for the Public Sector		
123	Ability to support all user-defined phases of the budget cycle (e.g., BOE Request, SOH, Executive Budget, House Drafts, Senate Drafts, Conference Budget, Act) by user-defined parameters	General	X					SAP Budgeting and Planning for the Public Sector		Stages
124	Ability to track budget changes during the budget development process, based on user-defined criteria (e.g., differences in funds/programs/revenues/expenditure amounts, by object of expenditure)	General	X					S4 HANA ERP Cloud Suite		Reporting
125	Provide word processing capability for entering narrative, using user-defined templates and based on user-defined parameters (e.g., user-defined limits on amount of narrative)	General	X					SAP Budgeting and Planning for the Public Sector		Basic word process functions (bold, italic, underline, bullets, numbering, indent and spell check)
126	Ability to maintain (store), print, download and/or upload budget information for all budget phases in various user-defined formats (e.g., Google Sheets, Google Docs, MS Excel, MS Access, Adobe.pdf, .jpg, XML), based on user-defined parameters	General	X					SAP Budgeting and Planning for the Public Sector		Import and export data.
127	For general budget, support online access (in production environment) to historical budget and actual information, for a minimum of 7 previous biennium's, based on user-defined criteria	General	X					SAP Budgeting and Planning for the Public Sector		Budget forms can be configuration to enable search and retrieval of uneditable forms from previous budget cycles.
128	Ability to load and perform salary and benefit compensation projections, based on user-defined criteria	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		Personnel Expenditure Planning
129	Provide budgeting capabilities, identifying and maintaining information related to positions	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		Position master data
130	Ability to use multiple criteria (e.g., COLAs; across the board adjustments; step increments; pay differentials; special pay; retention bonuses) to project compensation, based on user-defined parameters (e.g., classification, location)	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		Pay and Benefit Plan configuration
131	Ability to track and summarize positions based on any user-defined stage in the budget process and on any level within the organizational structure, based on user-defined criteria (e.g., certificated, classified, support services personnel, etc.)	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		
132	Ability for Programs to reconcile position control with personnel records from the HR System. Eliminate manual monitoring of position ceilings	Personnel Budget	X					S4 HANA ERP Cloud Suite		Position control report
133	Provide a fully featured function for benefit and associated expense calculation based on user-defined criteria relevant to position attributes, incumbent employee attributes, and vacancy projections	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		
134	Provide real-time access and updates (to salary, pay differentials, recruitment and retention bonuses, and fringe benefits) relative to positions and its attributes, by user-defined criteria (e.g., bargaining unit, classification, location, program)	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		Real-Time
135	Ability to project budgeted and adjusted salary and benefit projection (from YTD actuals or known pending adjustments) based on positions and other user-defined parameters	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		
136	Ability to allocate and track budget and actual personnel usage (appropriated, established, filled, vacant), by FTE, based on user-defined criteria (e.g. department, office)	Personnel Budget	X					S4 HANA ERP Cloud Suite		Extract payroll data

Budget			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
137	Ability to accumulate summary salary and wages information, based on user-defined format	Personnel Budget	X					S4 HANA ERP Cloud Suite		Reporting
138	Ability to allow authorized personnel to adjust budgeted amounts (for salaries and for benefits) by fund, by appropriation and by program resulting from: funding changes, additional allocations, to cover shortages, or for correction of errors made and provide a complete history and audit trail of all adjustments	Personnel Budget	X					SAP Budgeting and Planning for the Public Sector		Salary and Benefits Maintenance Form
139	Ability to report on budgeted versus actual personnel expenditures, including but not limited to overtime expenditures, based on user-defined parameters	Personnel Budget	X					S4 HANA ERP Cloud Suite		Extract payroll data
140	Ability to determine/calculate position counts, full time equivalents, employee counts, and automatically adjust the counts when position changes and employee changes occur, based on user-defined parameters (e.g., by organizational unit, by fund, and by bargaining unit)	Personnel Budget					X	SAP Budgeting and Planning for the Public Sector		Retract position data changes to HCM.
141	Ability to report on actuals and to project future employer costs (e.g., state share of costs for social security, increases due to MOUs) for salaries and benefits for positions, based on user-defined criteria (e.g., percentage, flat rate per employee)	Personnel Budget	X					S4 HANA ERP Cloud Suite		
142	Ability to calculate the lump sum payment due to staff upon retirement based upon user-defined criteria (e.g., age, leave balance, salary, and effective date of retirement)	Personnel Budget		X				SAP Budgeting and Planning for the Public Sector		Payout calculator

Grant Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
1	For new grants, the system shall provide the ability to integrate with the budget execution process including but not limited to:	Budgeting	X					SAP Budgeting and Planning for Public Sector		
2	Submission to Governor (and/or other authorizing department) for	Budgeting	X					SAP Budgeting and Planning		
3	Request to DAGS for appropriation symbol	Budgeting	X					SAP Budgeting and Planning for Public Sector		
4	Request to B&F for allotment for funds (A19)	Budgeting	X					SAP Budgeting and Planning for Public Sector		
5	Requests to B&F for increase in budget ceiling (for new grants, which are on-going versus one-time)	Budgeting	X					SAP Budgeting and Planning for Public Sector		
6	For increased awards to existing grants, the system shall provide the ability to integrate with the budget execution process including but not limited to:	Budgeting	X					SAP Budgeting and Planning for Public Sector		
7	Submission to Governor (and/or other authorizing department) for approval to increase appropriation ceiling and expend	Budgeting	X					SAP Budgeting and Planning for Public Sector		
8	Request to DAGS for increased appropriation ceiling	Budgeting	X					SAP Budgeting and Planning for Public Sector		
9	Request to B&F for allotment for funds (A19)	Budgeting	X					SAP Budgeting and Planning for Public Sector		
10	Requests to B&F for increase in budget ceiling	Budgeting	X					SAP Budgeting and Planning for Public Sector		
11	The system shall provide the ability to set budget controls for various categories (e.g., funding source, cost category, administrative overhead, matching funds), based on user-defined criteria (e.g., as a percentage or a flat amount).	Commitment Control	X					S4 HANA ERP Cloud Suite		SAP budget availability control configuration of the control objects can be set at the fund, fund center or funded program (organizational object), commitment item group (cost category), functional area (functions) based on an amount. Budget check tolerance is based on a percentage amount, i.e. 80% warning, 90% warning, 100% hard error.
12	The system shall provide the ability to track budget controls, based on user-defined criteria.	Commitment Control	X					S4 HANA ERP Cloud Suite		Budget availability control checks can be configured to check at the line item detail or at a rollup using a hierarchical object
13	The system shall provide the ability to perform budgetary control edits prior to posting grant transactions.	Commitment Control	X					S4 HANA ERP Cloud Suite		Changing the account assignment object prior to posting is an option with the proper authorization
14	The system shall provide the ability to both automatically and manually generate grant numbers based on user-defined criteria (e.g., many departments use Federal grant number to track grants).	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Grant numbers are configurable to be numeric or alpha numeric or automatically generated or external assignment
15	The system shall provide the ability to maintain grant detail information, based on user-defined time periods (e.g., grant inception-to-date).	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Grant validity dates are maintained in the grant master data
16	The system shall provide the ability to maintain and track grants by user-defined criteria (e.g., grantor information; grantee information; funds, CFDA number, formula vs. discretionary grants; investment).	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality and it is maintained in the grant master data
17	The system shall provide the ability to establish grant and sub-grant(s) structure (e.g., program ID), and to manage the relationship within this structure.	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality and it is maintained in the grant master data
18	The system shall provide the ability to manage grants with sub-grantee(s) who are responsible for awarding and managing grant dollars to other entities (e.g., counties who are sub-grantees for Homeland Security grants that award dollars to other entities in their county).	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality and it is maintained in the grant master data

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ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
19	The system shall provide the ability to identify user-defined cost categories for reporting purposes (e.g., Title II; federal budget cost categories; state budget cost categories).	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Sponsored class is the cost category used for all grant expenditures. Sponsored class is linked to the General Ledger accounts and Commitment Items
20	The system shall provide the ability to automate alignment of state budget cost categories with federal budget cost categories based on user-defined criteria.	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Sponsored class groups can be used to group expenditure categories for reporting purposes
21	The system shall provide the ability to track and maintain awards for multiple grant years based on user-defined criteria.	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Grant validity dates can be annual or multi year.
22	The system shall provide the ability to copy award information based on user-defined criteria (e.g., copy award from current FY to next FY).	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		When creating grant master data you have the ability to copy a similar grant to facilitate quick entry of data
23	Ability to both automatically and manually generate grant numbers based on configurable criteria	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Grant numbers are configurable to be numeric or alpha numeric or automatically generated or external assignment
24	Ability to maintain grant detail information, including but not limited to award date, lapse date, liquidation date, etc.	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality and it is maintained in the grant master data
25	Ability to maintain and track grants by user-defined criteria (e.g., grant number, grantor information, funds, CFDA number, formula vs. discretionary grants, etc.)	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality and it is maintained in the grant master data
26	Ability to establish grant and sub-grant(s) structure, and to manage the relationship within this structure	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality and it is maintained in the grant master data
27	Ability to identify user-defined budget / cost categories for reporting purposes	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Grant validity dates can be annual or multi year.
28	Ability to track and maintain awards for multiple grant years based on configurable criteria	Create and Maintain Grant	X					S4 HANA ERP Cloud Suite		Grant validity dates can be annual or multi year.
29	At a minimum, the solution enables tracking of grants via the GL	General	X					S4 HANA ERP Cloud Suite		Sponsored class is the cost category used for all grant expenditures. Sponsored class is linked to the General Ledger accounts and Commitment Items
30	Accommodate multiple fiscal calendars (i.e., Hawaii vs. federal) and provide the ability to generate grants reporting using either calendar as the basis.	General	X					S4 HANA ERP Cloud Suite		Grant management module has the ability to track 2 fiscal year variants, i.e. State fiscal year, sponsor fiscal year
31	The system shall provide support for grant proposal development process based on user-defined criteria, including but not limited to the following related processes:	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
32	Develop new, continuation and revised proposals	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
33	Enter all related program/proposal information(e.g., organization, persons, special items, resources, keywords, etc.)	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
34	Respond to compliance questions/queries	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
35	Review and customize biographical info and other supporting data	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
36	Send status notification to related parties	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
37	The system shall provide the ability to protect sensitive information as required throughout the grant development and award process.	General			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."

Grant Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
38	The system shall maintain data, manage the process, and provide workflow across the entire grant cycle, from development through award to closure, based on user-defined criteria and approvals (e.g., grant name/ description; date application submitted; date application approved by grantor; grant beginning/ close-out date).	General	X					S4 HANA ERP Cloud Suite		Electronic workflow approval for grant processes will require design and build during the project implementation
39	The system shall provide the ability to insert narratives and to include attachments to the grant record, including but not limited to: Federal award letters, special conditions, grantor correspondence, etc.	General	X					S4 HANA ERP Cloud Suite		Attachments is standard through Services for Object functionality. Narratives can be added in the text descriptions fields
40	Maintain data, manage the process, and provide workflow across the entire grant cycle, from the beginning to close-out date	General	X					S4 HANA ERP Cloud Suite	M	Electronic workflow approval for grant processes will require design and build during the project implementation
41	Ability to insert narratives and to include attachments to the grant record, including but not limited to: Federal award letters, special conditions, grantor correspondence, etc.	General	X					S4 HANA ERP Cloud Suite	M	SAP provides Services for Object functionality which allows an end user to attach documents to the grant
42	The system shall provide the ability to interface with grant-related Federal Government databases included but not limited to: SAM.gov and Grants.gov.	Interfaces	X					S4 HANA ERP Cloud Suite	M	Any required interface will require a design and build during the project implementation
43	The system shall provide the ability to generate grant award letters and contract awards, based on user-defined templates and user-defined criteria (e.g., incorporate grant requirements into sub-grantee award letters and documentation).	Manage Grant			X			Submittable Grants Management System		Grant award letters and user defined templates will be manage through Submittable
44	The system shall provide the ability to establish and manage multiple contracts tied to a specific grant based on user-defined criteria (e.g., contracts to multiple sub-grantees).	Manage Grant			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
45	The system shall provide the ability to develop and maintain budgets for sub-grantees based on user-defined criteria (e.g., freeze initial detailed budget worksheet; maintain budget throughout the life of the grant).	Manage Grant	X					S4 HANA ERP Cloud Suite		Budgeting functionality on grants is standard functionality
46	The system shall provide the ability to confirm contractor compliance, including cross-reference with vendor exclusion lists (e.g., SAM, HCE).	Manage Grant		X				S4 HANA ERP Cloud Suite / Submittable Grants Management System	M	Yes, this is possible but would require further scoping.
47	The system shall provide the ability to distribute costs within a grant, based on user-defined criteria (e.g., by category).	Manage Grant	X					S4 HANA ERP Cloud Suite		The grants module is capable to capture all costs in various categories. Distribution is possible but not necessary
48	The system shall provide the ability to calculate, track, control, and report on indirect costs (e.g., capital depreciation expenses) based on user-defined criteria and user-defined time period.	Manage Grant	X					S4 HANA ERP Cloud Suite		SAP GM module has indirect cost program that can automatically calculate indirect cost charges and post directly to the grant
49	The system shall provide the ability to compare actual expenditures to forecasts.	Manage Grant	X					S4 HANA ERP Cloud Suite		Available through grants reporting
50	The system shall provide the ability to calculate available grant balances from user-defined criteria (e.g., expenditures; encumbrances).	Manage Grant	X					S4 HANA ERP Cloud Suite		Available through grants reporting
51	The system shall provide the ability to manually enter on-line and to automate recording of grant encumbrances for labor, usages and miscellaneous related transactions based on user-defined criteria.	Manage Grant	X					S4 HANA ERP Cloud Suite		Grant encumbrances are automatically recorded based on transactions, i.e. purchase order, funds reservations, etc.
52	The system shall provide the ability to generate grant billings based on user-defined criteria (e.g., grantor requirements; itemize by sub-grantee) and reconcile receipts based on grant invoices.	Manage Grant	X					S4 HANA ERP Cloud Suite		Grants billing is standard functionality in SAP. Billing types, such as: resource-related billing, milestone billing, periodic billing, etc. are available
53	The system shall provide the ability to process request for draw-down of Federal funds based on user-defined criteria (e.g., flag transaction errors to prevent drawing down on these transactions).	Manage Grant	X					S4 HANA ERP Cloud Suite		Request for draw downs should be handled directly in sponsor website. Once it is completed, the grant billing process will generate a receivable posting in the grant

Grant Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
54	The system shall provide the ability to process internal billings to other state agencies (e.g., sub-grantees) based on user-defined criteria (e.g., incorporating specific grant forms within the electronic workflow).	Manage Grant	X					S4 HANA ERP Cloud Suite		The billing process is available to facilitate this process
55	The system shall provide the ability to manage billings by sub-grantee, based on user-defined criteria (e.g., place holds on payments to sub-grantees for non-performance; in compliance with Transparency Act, confirm that sub-grantee check is cashed).	Manage Grant	X					S4 HANA ERP Cloud Suite		The billing process is available to facilitate this process
56	The system shall provide the ability to monitor the status of grant related receivables/receipts, refunds (e.g., for funds overdrawn), and deferrals/retention based on user-defined criteria..	Manage Grant	X					S4 HANA ERP Cloud Suite		Available through grants reporting
57	The system shall provide the ability to prevent transactions posting against an expired, inactive, or otherwise "closed" grant, with ability to override based on user-defined authorization.	Manage Grant	X					S4 HANA ERP Cloud Suite		Grant status facilitates what transactions are allowed are at any given time. Closed grants will generate an error message to restrict postings
58	The system shall provide the ability to track hours expended for all grants/programs by organizational unit, pay period, employee, account number and other user-defined criteria.	Manage Grant	X					S4 HANA ERP Cloud Suite	M	This is standard functionality if time and attendance is captured in the S4 HANA system. Since HCM/Payroll is through a 3rd party application we are able to capture the overall salary expenditure within a grant. If detailed salary information is required for each employee this will require additional information in the interface to store the detailed information in SAP
59	The system shall provide the ability to generate advance notifications of grant end dates or other user-specified events and alerts (e.g., expenses due, draw-down of funds, expenditure balances), by user-defined process (e.g., prompt at point of user transaction; report), based on user-defined criteria.	Manage Grant	X					S4 HANA ERP Cloud Suite	L	Grant end date notification is done through reporting
60	The system shall provide the ability to support processing of carryovers, grant extensions and amendments based on user-defined criteria.	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality in SAP controlled data postings maintained in the grant master data
61	The system shall provide the ability to close a grant for purposes of incurring new obligations, and to leave a grant open for purposes of expenditures tied to existing obligations.	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality in SAP controlled data postings maintained in the grant master data
62	The system shall provide the ability to close and reopen grant codes at the grant/program level, preventing users from having to close each budget line associated with the specified grant/program.	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality
63	The system shall provide the ability to close and reopen grants for specific associated budget lines while others remain active, without the user having to adjust individual lines.	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality
64	The system shall provide the ability to integrate with SPO website for contract close-out reporting based on user-defined criteria (e.g. total expenditures, major accomplishments, etc.).	Manage Grant	X					S4 HANA ERP Cloud Suite	M	SAP can provide financial data through an interface
65	The system shall have the ability to track and reconcile federal funds, including those awarded for a special purpose or a grant, based on user-defined criteria (e.g., budget adjustments at the fund/office level).	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality
66	The system shall provide the ability to track compliance with federal funding requirements based on user-defined criteria (e.g., track A133 audits across departments).	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality. A133 audit reporting will require reporting design and build in the project implementation
67	The system shall provide the ability to reconcile grant data with external funding agency data based on user-defined criteria.	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality

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68	The system shall provide the ability to identify and maintain detail for State/ other non-federal funds, and in-kind contribution used as a match for federal fund grants and to prevent the counting of these same funds as a match more than once based on user-defined criteria (e.g. match requirements set forth in an award letter; maintenance of effort requirement; match for sub-grantees).	Manage Grant	X					S4 HANA ERP Cloud Suite	L	Funding source detail information is standard functionality in SAP. In kind contributions and matching funds tracking will require enhancements based on the State needs
69	The system shall provide the ability to calculate costs to State programs receiving Federal funds, which can be allocated in accordance with the State of Hawaii's Cost Allocation Plan and/or department cost-allocation plans (e.g., DHS Cost Allocation Plan).	Manage Grant	X					S4 HANA ERP Cloud Suite		This is standard functionality
70	The system shall provide the ability to monitor/calculate the total interest earned by grants which have an appropriation account included in the investment pool.	Manage Grant	X					S4 HANA ERP Cloud Suite		Interest allocation report will include grant funds
71	The system shall provide self-service capabilities for sub-grantees, including but not limited to: view contract information; submission of forms, such as change request and reimbursement request.	Manage Grant			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
72	The system shall provide the ability to establish monitoring requirements, by grant, by organization (e.g., sub-grantee), based on user-defined criteria (e.g., 20% of service providers required to be audited by specific date, etc.)	Monitoring			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
73	The system shall provide the ability to trigger or initiate monitoring activities based on user-defined criteria (e.g., audit results).	Monitoring	X					S4 HANA ERP Cloud Suite	L	Monitoring can be mostly done through grant reporting. This will require a design and build during the project implementation
74	The system shall provide the ability to create and perform adhoc and pre-defined analytical calculations based on user-defined criteria (e.g., sub-grantee actual expenditures versus budgeted; sub-grantee actual units of services versus budgeted).	Monitoring	X					S4 HANA ERP Cloud Suite	L	Monitoring can be mostly done through grant reporting. This will require a design and build during the project implementation
75	The system shall provide the ability to enter and associate individual and/or organization contact information in relation to specific monitoring cases.	Monitoring	X					S4 HANA ERP Cloud Suite	L	Monitoring can be mostly done through grant reporting. This will require a design and build during the project implementation
76	The system shall provide the ability to track monitoring recommendations, corrective actions and responses.	Monitoring	X					S4 HANA ERP Cloud Suite	L	Monitoring can be mostly done through grant reporting. This will require a design and build during the project implementation
77	The system shall provide the ability to assign monitoring codes to each case and maintain recommendations.	Monitoring	X					S4 HANA ERP Cloud Suite	L	Monitoring can be mostly done through grant reporting. This will require a design and build during the project implementation
78	The system shall provide the ability to display and report summary and detailed monitoring case information.	Monitoring	X					S4 HANA ERP Cloud Suite		SAP is able to track financial data related to grants. For non-financial this is not track in SAP
79	The system shall provide the ability to track complaint information and sources of complaints.	Monitoring			X			Submittable Grants Management System		
80	The system shall provide the ability to electronically enter and associate monitoring reports with contractors, including but not limited to: cleared/resolved findings, corrective actions.	Monitoring			X			Submittable Grants Management System		
81	The system shall provide the ability to issue, print and track notices of non-compliance.	Monitoring			X			Submittable Grants Management System		
82	The system shall maintain an archive of contractor (e.g., sub-grantee) reports and performance information, by grant, based on user-defined criteria.	Monitoring	X					S4 HANA ERP Cloud Suite	L	Monitoring can be mostly done through grant reporting. This will require a design and build during the project implementation

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83	The system shall provide the ability to electronically generate and transmit notices of non-compliance based on user-defined criteria including but not limited to: date of non-compliance.	Monitoring			X			Submittable Grants Management System		Yes. Submittable can provide a notice of any organization that is not a 501(c)(3) through an integration with Candid for a non profit charity check.
84	Alignment/linking of grant outcomes to funded academic plans	Outcomes tracking			X			Submittable Grants Management System		Maybe. Need more information, unclear
85	Support multiple separate projects to track specific expenditures toward specific promises/outcomes at the individual grantee level	Outcomes tracking			X			Submittable Grants Management System		SAP tracks financial data for non-financial data our clients utilize other database systems
86	Tracking enablement for specific grants and outside funding which SOH tracks, including IDEA, various Titles, e-Rate, etc.	Outcomes tracking			X			Submittable Grants Management System		SAP tracks financial data for non-financial data our clients utilize other database systems
87	Ability to track grant requirements and outcomes throughout the lifecycle of the grant and monitor progress	Outcomes tracking			X			Submittable Grants Management System		SAP tracks financial data for non-financial data our clients utilize other database systems
88	The system shall provide the ability to track and record transactions applicable to individual grants at all levels of the account classification (i.e., organization, program, object, fund, appropriation) by user-defined time period (e.g., month, YTD, inception to date), by organization level for all grants, based on user-defined criteria (e.g., expenditures vs. budgeted; expenditures vs. revenues; grant budget; grant amount per participant).	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite		This is standard functionality in SAP
89	The system shall provide the ability to track and record grant-related salaries, benefits, and other non-salary, labor-related costs, based on user-defined criteria (e.g., in compliance with payroll certification requirements set forth in OMB Circular A-87, Attachment B, Paragraph 8.h.(3)).	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite	M	This is standard functionality in SAP only if Time and Attendance is handled in S4. If Time and Attendance information is stored in a 3rd party application this will require an interface
90	The system shall provide the ability to record miscellaneous adjustments, reclassifications and interfund transfers associated with grants.	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite		This is standard functionality in SAP
91	The system shall provide the ability to track fixed assets purchased with grant funding based on user-defined criteria.	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite	L	This is standard functionality in SAP only if Time and Attendance is handled in S4. If Time and Attendance information is stored in a 3rd party application this will require an interface
92	Ability to track and record transactions applicable to individual grants at all levels of the account classification (i.e., organization, program, object, fund, appropriation) by user-defined time period (e.g., month, YTD, inception to date), by organization level for all grants, based on user-defined criteria (e.g., expenditures vs. budgeted, expenditures vs. revenues, grant budget, grant amount per participant, etc.)	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite		This is standard functionality in SAP
93	Ability to record miscellaneous adjustments, reclassifications and interfund transfers associated with grants (e.g., FIFO adjustments to transfer expenditures from current year grant to prior year grant)	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite	M	Reclassifications and adjustments can be done through a journal entry in the General Ledger. This will update the Grants Management module. As for the FIFO adjustments this will require further discussion in the design and build phase of the project
94	Ability to track fixed assets purchased with grant funding based on configurable criteria	Record and Track Grant Transactions	X					S4 HANA ERP Cloud Suite		Asset acquisition for grant related purchases is standard functionality
95	The system shall provide a grant dashboard based on user-defined criteria (e.g., dashboard view for grants managers of assigned grants).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.

Grant Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
96	The system shall provide the ability to generate a grant/sub-grant listing, by user-defined time period (e.g., Accounting Fiscal Year, Budget Fiscal Year), based on user-defined criteria.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
97	The system shall provide the ability to generate grant/sub-grant detail transaction reports, based on user-defined time period (e.g., month, quarterly, YTD, inception-to-date), based on user-defined criteria.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
98	The system shall provide the ability to generate a query and/or report (with drill-down capability) by grant/sub-grant, by user-defined time period (e.g., month, year, inception to date), by other user-defined parameters (e.g., Federal Catalog Number, Legislative District), based on user-defined criteria (e.g., budgeted vs. actuals).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
99	The system shall provide the ability to generate a query and/or report on grants at all levels of the account classification (e.g., organization, program, object, fund, appropriation), with the ability to summarize across departments, based on user-defined criteria (e.g., expenditures vs. budgeted; expenditures vs. revenues).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
100	The system shall provide the ability to separate prior years expenditures and prior years budget for generally accepted accounting principles (GAAP) and governmental accounting standards board (GASB) reporting, by user-defined period (e.g., Accounting fiscal year, Budget fiscal year, calendar year), by user-defined criteria (e.g., inception-to-date budget, remaining budget, multi-year budget).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
101	The system shall provide the ability to customize the "roll up" of individual account line items into various personnel, operating or other categories to comply with grant reporting requirements.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
102	The system shall provide the ability to generate expenditure and exception reports for compliance with funding agency reporting requirements and compliance, based on user-defined criteria (e.g., by sub grantee).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
103	The system shall provide the ability to transmit and receive reports/information electronically to/from all grantee/grantor agencies, based on user-defined criteria.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
104	The system shall provide the ability to generate reports, based on specific grant requirements (e.g., only specific line items are eligible expenditures) and other user-defined requirements.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
105	The system shall provide the ability to generate federal financial reporting and payment requisition forms by any level within the organization structure, by project number, by federal/state grant number, by program structure, and by any other user-defined identifier.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
106	The system shall provide the ability to generate payroll certification reports required by Federal grant requirements, in compliance with OMB Circular A-87, Attachment B, Paragraph 8.h.(3).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
107	The system shall provide the ability to generate report on State/ other non-federal funds, and in-kind contribution used as a match for federal fund grants based on user-defined criteria (e.g. match requirements set forth in an award letter; maintenance of effort requirement).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
108	The system shall provide the ability to generate Federal grant reports in compliance with Federal Cost Principles and Allowable Costs set forth in OMB circulars (e.g., A-122)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.

Grant Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
109	The system shall provide the ability to generate single and program-specific audits in compliance with Federal grant requirements set forth in OMB Circular A-133, including but not limited to:	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
110	Financial Statements	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
111	OMB Circular A-133 Compliance Report	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
112	Schedule of Expenditures of Federal Awards (SEFA)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
113	The system shall provide the ability to generate reports in compliance with MWBE (Minority and Women Owned Business Enterprise) reporting requirements, EPA green initiatives, and other Federal reporting requirements	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
114	The system shall provide the ability to generate audit reports based on user-defined criteria (e.g., report with assumptions and related criteria used to develop billing rates).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
115	The system shall provide the ability to automatically upload and incorporate the approved/valid Indirect Cost Rate and Fringe Benefit Rate to be used in the Federal Financial Report.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
116	The system shall provide the ability to generate the Indirect Cost Rate Proposal based on federal grant requirements set forth in OMB Circular A-133.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
117	The system shall provide the ability to automatically update the USDA contact information on Indirect Cost Rate Proposal Submission (e.g., name, mailing address, e-mail address, contact number).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
118	The system shall support online submission of the Indirect Cost Rate Proposal based on user-defined criteria.	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
119	Provide a grant dashboard based on user-defined criteria (e.g., dashboard view for grants managers/accountants of assigned grants)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
120	Ability to generate a grant/sub-grant listing by user-defined time period (e.g., Accounting Fiscal Year, Budget Fiscal Year) based on configurable criteria	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
121	Ability to generate grant/sub-grant detail transaction reports, and to generate a query and/or report (with drill-down capability), based on user-defined time period (e.g., month, quarter, YTD, inception-to-date), based on configurable criteria	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
122	Ability to generate a query and/or report on grants at all levels of the account classification (e.g., organization, program, object, fund, appropriation)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
123	Ability to report budget and expenditures based on user-defined budget / cost categories; by user-defined period and user-defined criteria	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
124	Ability to customize the "roll up" of individual account line items into various personnel, operating or other categories to comply with grant reporting requirements	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
125	Ability to generate expenditure and exception reports for compliance with funding agency reporting requirements and compliance, based on user-defined criteria (e.g., by sub grantee)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.

Grant Management			One Response per Requirement (Offeror Use Only)					Module / Solution	Customization Complexity	Offeror Comments
ID#	Requirements	Topic	Y	C	3	F	N		H / M / L	
126	Ability to transmit and receive reports/information electronically, to and from all grantee and grantor agencies, based on user-defined criteria	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
127	Ability to generate reports based on specific grant requirements (e.g., only specific line items are eligible expenditures) and other user-defined requirements	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
128	Ability to generate payroll certification reports required by Federal grant requirements, in compliance with the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance).	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
129	Ability to generate report on State/other non-federal funds, such as cost sharing, matching, or in-kind contribution used as a match for federal fund grants	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
130	Ability to generate Federal grant reports in compliance with the Uniform Guidance, including but not limited to:	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
131	(1) Financial Reports (e.g., SF-425)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
132	(2) Schedule of Expenditures of Federal Awards (SEFA)	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
133	Ability to automate recurring searches/reports	Reporting	X					S4 HANA ERP Cloud Suite		This will be part of the fit/gap design and reports will be developed as part of the project implementation.
134	Ability to internally track grant proposal status, and accommodate the upload of associated documentation in multiple file formats	SOH acts as Grantor			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
135	Ability to manage online grant applications, monitor for completion, and automate compliance checks and communication	SOH acts as Grantor			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
136	Ability to create and design grant forms in a flexible way that is adaptable to multiple grant types, lengths, etc.	SOH acts as Grantor			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."
137	Ability to track grantee interactions and manage grantee relationships.	SOH acts as Grantor			X			Submittable Grants Management System		Submittable meets "Monitoring of grant proposal development process and compliance reporting requirements."



Appendix B – Optional Phase Requirements, Revised
RFP-ERP-2020

Requirements Matrix | Instructions

This requirements matrix is comprised of multiple tabs, and together they contain the full set of requirements for which SOH requires vendor responses.

Please respond to each and every requirement (even ones that appear redundant) as follows:

1. Indicate your response to each line item with an "X" in the appropriate "One Response per Requirement" column, according to the following labels and definitions:

Y = Yes, we meet this requirement out-of-the-box or with configuration capabilities provided within the software.

C = We can meet this requirement via customization/extension-- i.e., for a SaaS solution, the functionality would be provided by building an extension using platform as a service (PaaS) capabilities provided either by the vendor or a third party. (If this column is indicated, please provide an indication of High, Medium, or Low development complexity in the "Customization Complexity" column. Costs of all extensions/customizations by process/functional area should also be noted separately in your Pricing Response.)

3 = We can meet this requirement by partnering with another third party solution. (If this column is indicated, please provide the name of the third party product in the "Comments" column.)

F = We can meet this requirement with a future release of our software. (If this column is indicated, please provide the version and timing of the release in the "Comments" column.)

N = No, we cannot meet this requirement.

2. For each line item, note the name of the module that will handle the required functionality in the "Module/Solution" column, so that SOH can align your module pricing to the requirements.

Core Requirements	
<i>Tab</i>	<i>Topic</i>
eProcurement Interface	Application Programming Interface (API)
Travel	Audit Requirements

eProcurement Interface	
ID#	Requirements
1	API to/from the State's eProcurement platform expected to be launched in 2022 (<i>RFP in progress</i>)
2	API to include:
3	budget/funds verification and encumber funds for P Card usage
4	import vendor master data and remittance information
5	validate account codes used inbound to EFS
6	validation with Hawaii Compliance Express (HCE)

Customization Complexity	Offeror Comments
H / M / L	
	<p>SAP API Business hubs provides you a list of the available APIs https://api.sap.com/package/S4HANAOPAPI?section=Artifacts</p>
M	<p>Extract accounting document data to an external system synchronously using this inbound service</p> <p>https://api.sap.com/api/OP_API_OPLACCTG_DOCITEMCUBE_SRV_0001/resource</p>
M	<p>Create, read, update, and delete master data related to business partner, customer, and supplier using this synchronous inbound service</p> <p>https://api.sap.com/api/OP_API_BUSINESS_PARTNER_SRV/resource</p>
M	<p>Read chart of accounts master with this synchronous inbound service</p> <p>https://api.sap.com/api/OP_API_CHARTOFAccounts_SRV/resource</p>
M	<p>SAP API Business hubs provides you a list of the available APIs https://api.sap.com/package/S4HANAOPAPI?section=Artifacts</p>

Travel	
ID#	Requirements
1	On a monthly basis, provide a random selection of X% of intra-State travel completion reports for audit purposes
2	Ability to create and send documentation to employee for appropriate action; track on software
3	Ability to track specific vendors and amounts associated with T&E expense reimbursements
4	Ability to track specific vendors associated with individual P-Card purchases
5	Provide visibility into historic travel expense data
6	Ability to create a travel record that contains the initial T&E request and approvals
7	The system shall provide the ability to process and track different types of employee expenses (e.g., travel, relocation, mileage) and other reimbursements (e.g., facilities rentals), based on user-configurable rules (e.g., business rules), with ability to drill-down to all detail.
8	The system shall provide the ability for web-based data entry and filing of expense claims based on user-defined criteria.
9	The system shall provide the ability to electronically manage and route the required supporting documentation (e.g., travel reimbursement package) as part of the online approval process.
10	The system shall provide for the delegation of authority via workflow and maintenance of audit trail (e.g., action taken and by whom).

11	The system shall provide the ability to manage and track status of employee advances and employee expense claims via workflow.
12	The system shall provide the ability to allocate employee expenses based on user defined categories (e.g., Program, organization) and percentages.
13	The system shall provide the ability for an authorized user to reject/return/modify an employee advance request or employee expense claim back to requestor for correction.
14	The system shall provide the ability to generate notification to requestor of the reason(s) for modified (e.g., reduced, cut) employee expense claim or employee advance request.
15	The system shall provide the ability to process employee advances, including full or partial liquidation of an employee advance from an employee expense claim.
16	The system shall provide the ability to process respective balance due amounts when employee expense claim exceeds employee advance.

17	The system shall support the ability to match expense report line items to uploaded procurement card and credit card statements (e.g., rental car charges billed directly to credit card).
18	The system shall provide the ability to track if receipts (e.g., travel documentation) have been received and/or audited.
19	The system shall interface with HR systems for employee profile information (e.g., bargaining unit rules, nonbargaining unit rules).
20	The system shall provide the ability to track and report overdue employee advances.
21	The system shall provide the ability to age employee advances and to generate a letter and/or e-mail to employees with expense advances based on a user-defined criteria (e.g., employee advance outstanding 30 days, employee advance has been cleared due to filing of employee expense claim).
22	The system shall provide the ability to make employee reimbursement payments directly to employee's bank account.

23	The system shall provide the ability to identify and process deviations from approved travel, including generation of receivables and personal expenses, based on user-defined criteria and business rules (e.g., personal time associated with travel).
24	The system shall provide the ability to track travel cancellations, including applicable credits (e.g., airline ticket credits), based on user-defined criteria.
25	Ability to monitor travel credits for future travel use
26	Online help documentation
27	Portal for traveler to determine status of travel request/completion
28	Support both travelers filing their own expense reports and also secretarial support for the same.
29	The system shall provide the ability for management to generate expenditure report information by program, employee, organizational unit, fiscal year, various expenditure criteria (account classification), and/or other user-defined criteria.
30	The system shall provide the ability to generate reports to management on the status of expense claims, by approval history, and by other user-defined criteria.
31	The system shall provide the ability to generate report/ queries to identify specific expenses, by organization/ expenditure code, fiscal year, description, vendor, and other user-defined criteria.
32	The system shall provide the ability to generate reports on travel based on user-defined criteria (e.g., by bargaining unit, by travel type) and user-defined time period.

33	The system shall provide the ability to export all related employee expense data in a user-defined format.
34	The system shall provide the ability to identify taxable/reportable payments (including reportable mileage) based on user-defined criteria (e.g., for same day travel, per diem is taxable; employee receives an out of state per diem and actual travel expenses are less than those established by CBAs).
35	The system shall provide the ability to interface to payroll and generate mandated reports/ forms for taxable/reportable expense payments (e.g., W-2).
36	The system shall provide the ability to interface with data from State collective bargaining agreements (CBAs) and Federal CONUS (Continental United States) allowable costs to determine taxable income for travel.
37	Automatic conversion of data and documentation from Travel Request to Travel Completion
38	Ability to adjust itinerary upon return, including adjustment of per diem allowance due to additional business travel and/or personal travel
39	Direct deposit of travel advance to employee's bank account for additional reimbursements
40	Automate foreign currency exchange for international travel
41	Rule-based workflow and electronic approval; disallow continuation of workflow until all requirements are met (i.e. receipts are attached for each business expense other than per diem and air travel/hotel if PO was processed - cross-referenced);
42	Allow an alternate workflow if there are significant changes in travel (i.e., Increase of 15% or more owed to the traveler or an increase of \$75 or more, Change in destination, Change in account codes, Change in the distribution of account codes, Itinerary change of a day or more)
43	Allow changes to GL distribution
44	Allow reimbursement adjustments for excess lodging based on policy
45	Comply with tax laws on excess per diem payments and provide a reporting mechanism for taxable amounts (to be included with salaries and wages)

46	Mobile application for Travel Completion approval <organization to specify required mobile operating system(s)>
47	Travel Management integration (e.g., integration with a solution that handles travel bookings; automated audit/validation of travel compliance with policy, including pricing policies and timing policies; expense reporting; receipt submission; final expense approval; etc.)
48	Ability to generate an expense report/reimbursement request "template" that is able to be populated automatically as documentation is submitted.
49	Online itinerary that integrates with Travel Request form
50	Calculate per diem allowance based on collective bargaining unit contracts, including calculations for business versus personal travel based on agency rules (e.g., allowable time for travel with change in time zone, etc.); allow for exceptions (i.e. Lanai travelers)
51	Incorporate agency travel compliance rules including the completion of supplemental forms as necessary
52	Incorporate FAR (federal funds only) for CONUS regulations
53	Ability to book air travel and hotel accommodations based on itinerary (optional for employee)
54	Option for an employee to book travel outside of the application and ability to record the itinerary in the system
55	Allow the attachment of travel documentation
56	Direct deposit of travel advance to employee's bank account

57	Rule based workflow and electronic approval; disallow continuation of workflow until all requirements are met (i.e., receipts are attached for each business expense other than per diem and air travel/hotel if PO was processed - cross-referenced)
58	Allows multiple GL distributions per travel line item; GL distributions may be split by percentage, amount, quantity
59	Mobile application for Travel Request approval
60	Allow for "no-cost" travel
61	Allow for adjustments to travel information following the initial travel request and/or approval
62	The system shall provide the ability to initiate online travel requests and obtain online travel authorization approval, while automating the compliance/verification of user-defined travel policies.
63	The system shall provide the ability to define business rules for travel requests and reimbursements based on category of traveler (e.g., student, teacher) and other user-defined criteria.
64	The system shall provide the ability to automatically generate calculations based on state approved rates (e.g., IRS mileage rate; per diems), with the ability of the requestor to override standard entries with explanation.
65	The system shall provide the ability to flag for review any travel dates that overlap with other travel dates or claims.

Topic	One Response per Requirement (Offeror Use Only)					Module / Solution
	Y	C	3	F	N	
Audit Requirements	x					Concur Cloud Suite
Audit Requirements	x					Concur Cloud Suite
Audit Requirements	x					Concur Cloud Suite
Audit Requirements	x					Concur Cloud Suite
Audit Requirements	x					Concur Cloud Suite
Audit Requirements	x					Concur Cloud Suite
General	x					Concur Cloud Suite
General	x					Concur Cloud Suite
General	x					Concur Cloud Suite
General	x					Concur Cloud Suite

General	x					Concur Cloud Suite
General	x					Concur Cloud Suite
General	x					Concur Cloud Suite
Other	x					Concur Cloud Suite
Other	x					Concur Cloud Suite
Other	x					Concur Cloud Suite
Reporting	x					Concur Cloud Suite
Reporting	x					Concur Cloud Suite
Reporting	x					Concur Cloud Suite
Reporting	x					Concur Cloud Suite

	x					Concur Cloud Suite
Travel Completion						
	x					Concur Cloud Suite
Travel Management						
	x					Concur Cloud Suite
Travel Management						
	x					Concur Cloud Suite
Travel Management						
	x					Concur Cloud Suite
Travel Management						
	x					Concur Cloud Suite
Travel Management						
	x					Concur Cloud Suite
Travel Management						
	x					Concur Cloud Suite
Travel Request						
	x					Concur Cloud Suite
Travel Request						

						Concur Cloud Suite
Travel Request	x					
Travel Request	x					Concur Cloud Suite
Travel Request	x					Concur Cloud Suite
Travel Request	X					Concur Cloud Suite
Travel Request	x					Concur Cloud Suite
Travel Requests	x					Concur Cloud Suite
Travel Requests	x					Concur Cloud Suite
Travel Requests	x					Concur Cloud Suite
Travel Requests	x					Concur Cloud Suite

Customization Complexity	Offeror Comments
H / M / L	
L	Concur can allow for an audit function within the system so random reports can be audited
L	This is included functionality with the Concur Workflow. Audit trail is included on all reports.
L	You can report on specific vendors with our reporting module
L	Company Bill Statements sorts all reports and line items. Reporting will allow you to review data as needed by user
L	This is a standard function within Concur you can search past reports and the data included within reports
L	Our system will compare a Travel request and the expense report with a full audit trail of both.
L	By integrating Travel with Expense, SAP Concur empowers your Travel & Finance groups, plus other information consumers with more granular and accurate data. This information can be used when analyzing total spend by expense type or vendor.
L	SAP Concur is a Cloud based software that allows for filing of expense reports in a Web based interface as well as a mobile application.
L	Concur will work with your organization to build an automated workflow to move the expense report through the proper approval channels with visibility to all attached documentation.
L	The system does allow for delegation of authority and a complete audit trail of the pre-trip approvals and expense claims are kept within the reports and can be viewed at any time during or after the approval.

L	The solution tracks the status of all cash advance requests, pending or issued, and any current outstanding balances. Approval status is updated in real-time on-line and travelers can also receive email alerts based on preferences maintained in their profile. Our solution also offers an approval queue view (permission enabled) showing all pending status(es), with the ability to re-assign approvers for expedited needs.
L	The application offers a number of methods for allocating expenses to multiple overhead pools, projects, clients, cost centers, divisions, etc. Expenses can be charged to other cost centers, overhead elements, and more at the header level or line-level. Furthermore, by using the allocation screen, expenses can be split or allocated by percentage or dollar amount to multiple projects, clients, cost centers, overhead pools, etc. These methods are completely configurable based upon your institution's individual requirements.
L	Yes, the workflow can be configured to allow managers to partly or fully reject/return/modify a line item or even an entire report.
L	Yes automated notifications can be sent to the requestor/employee when claim or advance is modified.
L	Concur provides a robust cash advance feature that can be incorporated within or outside of Pre-Trip approval. The information is passed to the states financial system. The institution can decide if the outstanding balance is carried forward to the next report or must be reconciled and reimbursed immediately or even passed to accounting for payroll deduction of outstanding balance.
L	The institution can decide if the outstanding balance is carried forward to the next report or must be reconciled and reimbursed immediately or even passed to accounting for payroll deduction of outstanding balance.

L	. SAP Concur pioneered the method of "pre-populating" Procurement Cards, T&E Cards or One card data for inclusion on traveler expense reports via a simple point-and-click interface. SAP Concur's unmatched experience in this area provides the widest range of card provider integration options and detail of data. Concur has a significant amount of experience integrating with JP Morgan Chase, American Express and other many other credit card vendors. In addition, Concur also supports direct integration to Ghost Cards and Purchasing Cards.
L	The ability to indicate if a receipt is required based on type (receipted meal, airline, hotel, etc.) can be defined by the receipt requirements based on expense type, payment type and amounts.
L	We offer the ability to integrate data via multiple options from flat file transfer to full api integration.
L	Concur's Cash Advance feature set includes the ability to generate notifications, flag transactions and prevent the submission of reports if unapplied balances exists. Designated administrators will have visibility to outstanding and pending balances through the user interface and reporting.
L	Concur's Cash Advance feature set includes the ability to generate notifications, flag transactions and prevent the submission of reports if unapplied balances exists. Designated administrators will have visibility to outstanding and pending balances through the user interface and reporting.
L	Concur Expesene Pay allows you to reimburse employees for travel advances via ACH.

L	SAP Concur's unified Platform provides a unique capability where the expense reporting process can automate validation against the pre-approved request for travel. It can catch items that were not included in the pre-approval, as well as costs that are excessive (user defines what excessive means) over the pre-approved amounts for the given type of expense (e.g., hotel, airfare, in total, etc.). Then, SAP Concur provides the organization the option of "how to address" these exceptions.
L	Concur will track unused airline ticket credits and allow these credit to be used when booking a new airfare.
L	Concur will track unused airline ticket credits and allow these credit to be used when booking a new airfare.
L	Concur has online training as well as all user guides available online for customers.
L	There is the option for both email notification of approval or visibility in the concur web portal to track approval through the approval process.
L	Yes the user can determine what function the delegate can use IE File/submit/approval of an expense report or pre trip request.
L	Yes Concur reporting can be run on data that is captured within the Concur system. It can be organized by program, employee, organizational unit, fiscal year, various expenditure criteria (account classification), and/or other user-defined criteria.
L	You can have reports that track this data at the manager level there are also prebuilt Manager dashboards available that the manager can view and drill down into for more granular data.
L	Yes Concur reporting can be run on data that is captured within the Concur system. It can be organized by program, employee, organizational unit, fiscal year, various expenditure criteria (account classification), and/or other user-defined criteria.
L	Travel data is available in the Concur reporting platform and can be run in any configuration necessary.

L	Yes you can export all data within the reporting functionality.
M	Concur can track and report on taxable expenses that are defined by the User.
M	Concur can track and report on taxable expenses that are defined by the User.
M	Concur can track and report on taxable expenses that are defined by the User.
L	Concur is a integrated platform that allows for the simplification of building an expense report. With the integration of Request and expense you can build and expense report off of the approved travel request.
L	Yes you can adjust the per diems based on the actual business travel timeframe.
L	You can use Concur's expesne pay functionality to remiburese travel advances. This will deposit via an ACH transaction.
L	Concur has integrated OENDA into its platform to automate the currency conversion.
L	The workflow can be configured by user requirement. Yes you can disalow the contiuation of the workflow if requirements are not met.
L	You can build custom rules within the workflow that can augment the workflow processs if that rule is triggered. IE Increase of \$75.
L	Yes the GL distribution can be updated/changed by the employee, approver or admin.
L	Yes you can set allowable limits in the configuration for excess lodging.
L	We can track excess per diem payment within concur reporting. A report can be run on ampounts over the allowable per diem amount.

L	SAP Concur has a native mobile app that allows for the creation and approval of travel requests and expense reports.
L	One click expense reports are enabled with the implementation of our full Travel and Expense platform. The expense reporting process starts when users book their travel. Once their trip is completed, users can have their reports created for them with a single click from their Pre-Trip Request or Itinerary. The data captured in the request and travel booking is automatically leveraged to create the expense report.
L	There are multiple ways to generate a report it can be based off of data captured from a travel itinerary or you can capture data using the Concur mobile app.
L	Request is fully integrated with travel and you can have a request build an itinerary or you can have a travel booking generate a request.
L	We can incorporate custom per diems or standard GSA per diems. This would be user defined
L	Concur allows you to fully incorporate the organizations travel and expense policy into the booking process as well as the expense reporting process.
M	Concur has the ability to incorporate FAR rules within its platform
L	Yes Concur Travel allows you to book air and hotel accommodations within the software
L	With Concur we allow for open booking or booking outside of managed travel. We have built functionality that allows you to import external bookings into Concur for completing an expense report.
L	You can attach required documentation at the header level or line level within the travel request.
L	Concur Expense Pay allows you to reimburse employees for travel advances via ACH.

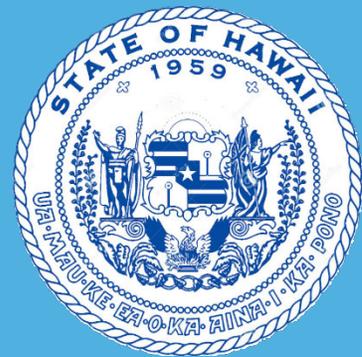
L	Concur will work with your organization to build an automated workflow to move the expense report through the proper approval channels with visibility to all attached documentation.
L	Concur allows you to distribute each line item to multiple cost centers via percentage, amount or quantity.
L	Yes full approval functionality is available through our mobile application
L	Travel can be booked through Concur that is not reimbursable by the organization.
L	The request can be sent back by the approver or admin for correction or it can be recalled by the requestor to update.
L	Concur allows you to build a travel request and automate the policy or business rules that must be followed thus automating the compliance to those rules.
L	The user will define the policy and business rules that will be required for the different category of traveler. Concur is completely configurable to your needs.
L	Concur allows you to track mileage and have the IRS rates as default. We will maintain the Per Diem tables as well if using GSA per diem rates.
L	You can setup flags that will fire if travel is overlapping



The State of Hawaii

LSI Consulting Response to RFP-ERP-2020 Enterprise Financial Solution

Due February 9, 2021 4:00pm HST



LSI

Innovative Solutions for the Public Enterprise



Transmittal Letter

Please see the following page:

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Evaluation Criteria 1: Offeror Qualifications

LSI Executive Summary (Confidential)







































LSI Financials (Confidential)

Please see attached ***LSI Consulting_Confidential Information_Form OF-3_RFP-ERP-2020_FINAL.pdf***.

LSI Background and Experience

Founded in 1998, from the first two SAP Public Sector implementations in the U.S.: the City of Phoenix and Massachusetts Institute of Technology, LSI Consulting, an S-Corporation, incorporated in MA, is an SAP Systems Integrator, authorized Software Reseller, and Certified Services and Development Partner. LSI was created with the intent of offering innovative business solutions and high impact SAP services and software for the Public-Sector market, with specific focus on end to end Public Sector operations including Finance, Budgeting, Procurement, Human Resources, Analytics, Data Warehousing, and Travel Management. LSI has grown over the last 23 years into a national practice while expanding our capabilities of SAP Public-Sector services to State, County, Municipal, Transportation, K-12, Higher Education & Research, Healthcare, Utility, Federal & DoD, Sport and Entertainment organizations.

LSI, as an implementation partner, presents the State with the right choice to get the job done on time, and on budget through a careful, thoughtful, well-articulated approach to a Best in Class SAP implementation delivering on client requirements and going above and beyond throughout the project and after Go-Live. We bring important and unique strengths and capabilities to this project including:

- Our business and IT thought leadership and knowledge of the Public Sector, specifically State and Local Government with numerous projects of similar scope and size.
- Our re-useable intellectual capital from over 23 years focused as industry professionals and as consultants, crystallized in our peerless on time and on budget track record of SAP implementations, as well as our best practice templates and rapid deployment solutions.
- Our proven ability to provide tailored and timely support for the scope of services in the RFP by working closely with your team thorough the lifetime of the project and ongoing.
- Our long-standing executive relationship with SAP Public Services, Inc. SAP Labs (product development) and SAP Global Support Services allowing us to manage and facilitate all product related questions with SAP quickly and efficiently with the right escalation channels.
- Our Official SAP PartnerEdge Gold status for Services and Development and an Official Value-Added Reseller of SAP Software focusing directly and only on SAP technology to enable your organization to have the highest quality specialized resources and solutions managed by a single point of contact and contract.



Through our dedicated and seasoned SAP Public-Sector consultants, and technical solution architects (with tenures of 10-15 years, and experience of 20+ years), as well as access to hundreds of SAP-certified contractors, LSI is well positioned to deliver services and solutions to meet and exceed the expectations of the State. LSI has approximately 295 employees as of January 2021 with access to over 300 specialized SAP consultants who support our projects on an ongoing basis. Our employee count has grown steadily throughout the last five years, and we continue to add and promote resources who come from the client side as well as the solution side ensuring we always keep our long term employees happy while diversifying our base with new skill sets and new technology expertise. Our growth has been tremendous, and our employees are at the heart of our success. We believe in a well-rounded culture, and values similar to the State.

LSI's customers (past and current) include the following (representative list):

State and Local Government (including School Districts as Component Units)	Higher Education/ Research and Healthcare (* Component Unit of respective State)
City of Houston, TX	Boston University
City of Phoenix, AZ	Broad Institute of MIT and Harvard Medical
City of Palo Alto	Central Michigan University
City of San Diego, CA	Duke University and Health System
Clark County, Nevada	Eskenazi Healthcare Indianapolis
Collier County, FL (Naples)	Johns Hopkins Healthcare
Commonwealth of Pennsylvania	Johns Hopkins University
Duval County School Board (FL)	Los Angeles Community College District
Houston Independent School District	MetroSouth Medical Center Chicago
Miami-Dade Public Schools	Weill Cornell Medical College
Monroe County, NY (Rochester)	Penn State University
Port Authority of San Diego	MIT Lincoln Laboratory
Prince George's County, MD	Montefiore Medical Center (New York, NY)
San Bernardino County, CA	Purdue University
San Diego County	Texas State University
State of Hawaii Department of Transportation Highways Division (DOH)	University of Arkansas
San Diego Metro Transit System (MTS)	University of Cincinnati
Santa Clara Valley Transit Authority (VTA)	University of Kentucky
Sacramento Regional Transit Authority (SacRT)	University of Mississippi and Medical Center
State of California – Trial Court System	University of Nebraska

State and Local Government (including School Districts as Component Units)	Higher Education/ Research and Healthcare (* Component Unit of respective State)
State of California - Dept of Water Resources	University of Tennessee and UT Health System
State of Colorado Department of Transportation	Wyoming Community Colleges
State of Nevada	Concordia University
State of Nevada Department of Transportation	Pennsylvania State System of Higher Education
State of South Carolina	Travis County, TX
State of Arkansas	Sedgwick County, KS (Wichita)
Federal/DoD Travis County, TX	
U.S. Navy	U.S. Army Material Command
MIT Lincoln Laboratory (U.S. Air Force)	USDA
NASA	U.S. Department of the Interior
Air University (U.S. Air Force)	

LSI Consulting has had our preferred vendor status with SAP Public Services since our inception in 1998 and remains a certified SAP Services and Development as well as Official Gold Partner and Value Added Reseller. Our organization specializes almost exclusively in the implementation and support of SAP Public Sector functionality. Below is our SAP Partner Profile:

[View Website](#) | [+1 \(9782616100\)](#) | [Contact Me](#)



Profile

This information is maintained by SAP.

Engagement Types	Sell SAP Solutions Implement, Service & Support Solutions
Partner Types	SAP PartnerEdge Service SAP PartnerEdge Sell
Partner Level	Gold
Solution Authorizations (partner dimensions)	Sell Authorization-SAP Analytics Sell Authorization-Database and Data Management Sell Authorization-Cloud Open Solutions Sell Authorization-SAP HANA Sell Authorization-SAP S/4HANA Sell Authorization-SAP SuccessFactors HCM Sell Authorization-SAP Ariba Solutions Service Authorization-SAP SuccessFactors HCM Service Authorization-SAP HANA Sell Authorization-SAP Ariba Snap Sell Authorization-SAP Business ByDesign Sell Authorization-Mobile Solutions

Figure 1: SAP Partner Profile for LSI Consulting

LSI was a principal participant in the design and development of the Funds Management (FM) module, which forms the heart of SAP's Public-Sector Management solution. LSI's founders and managing partners worked and continue to work with much of the senior management at SAP well before the Public Services business unit of SAP was formed, and enabled the establishment of SAP Public Services solutions in the US local government and higher education markets.

LSI, on the recommendation of SAP executive management, was brought in to support SAP America at the City of Phoenix, the first local government implementation of SAP in the U.S. After almost 23 years, LSI continues to have a long term partnership with the City, and aligns on as needed SAP support services as well as advisory capabilities to continue to educate and inform the City of new SAP technology and innovation which can positively impact the organization and most importantly the constituents of Phoenix.

LSI is widely considered to be the SAP Public Sector Finance, Fund and Grant Management, Budget, Procurement, HR and Business Analytics subject matter experts. We have implemented funds management and fund accounting using the Budget Control System in dozens of separate implementations and have helped many public-sector organizations optimize their SAP Public Sector solution. We have also implemented SAP's Grants Management, Public Sector Collections and Disbursements



(Contract Accounting), Biller Direct (on-line bill payment), Treasury & Risk Management, Cash Desk, Bank Accounting, Project Systems, Plant Maintenance (now Enterprise Asset Management), and Supplier Relationship Management functionality as well as Human Capital Management and Business Intelligence (SAP Business Warehouse as well as SAP Analytics solutions) for dozens of US Public Sector clients. In addition, LSI brings together a team of experienced consultants and real-world professionals for best in practice SAP implementations and ROI realizations.

LSI provided both technical as well as business domain expertise in the development of SAP's Best Business Practices configuration for U.S. Public Sector. Our solution for automated, fully-formatted GASB 34 financial statements has been selected for presentation at national conferences as well as at the SAP Americas User Group ("ASUG") Annual Conference and North American Public-Sector Symposium, as well as at the Annual Government Financial Officer's Association (GFOA) conference.

LSI brings a cadre of Public Sector experts to our implementation team, featuring implementation experience from such clients as City of San Diego, Duke University, University of Kentucky, Los Angeles Unified School District, State of South Carolina, Amtrak, Santa Clara County, San Bernardino County, CA, Houston Independent School District, and others.

LSI is the only SAP partner that has implemented SAP Budgeting and Planning for Public Sector based on SAP's revolutionary in-memory HANA platform. LSI has implemented many operational and strategic solutions over the years, reutilizing and renewing business process and technical expertise into future iterations of SAP solutions and implementations, as well as LSI accelerators.

Built specifically to serve Public Sector organizations, LSI is organized by Centers of Excellence (CoE's) or functional and technical practices that are designed to bring high impact and value-added services to our clients in a cohesive, well managed approach.

LSI Consulting has provided product design, organizational change management, training design and delivery, and implementation consulting services for net new and existing SAP customers since the establishment of SAP Public Services Inc. We are frequently referred to within SAP circles as "the consultants' consultants."

Please see the following pages for LSI's Organization Structure followed by comprehensive SAP implementation and support experience:



This page for Org Chart (takes whole page now)

LSI Experience	Role	LSI Experience																									
		GIS	Integration	EAM/Plant Maintenance	Mobility	FILO Including MM, FICO, GLAP	Student Lifecycle Management (SLCM)	Procurement-Contract Mgmt/Sourcing	FM	GM	Budget & Planning	Banking and Treasury	Fixed Assets	Project Systems	HCM Including OM and PA	Analytics with SAP BIW and Business O	SAP HANA Migrations and Developmen	Training	Security	Basis	Development - ABAP - Workflow	Upgrade	Ongoing Support Customer	AMS	Hosting		
Air Products and Chemicals	Prime																										
Air University (under Air Force)	Co-Prime																										
Amkor Technology	Prime																										
Boston University	Prime		✓																								
Broad Institute of MIT and Harvard	Prime		✓																								
CA Department of Water Resources	Prime		✓																								
Caltrans	Prime																										
Central Michigan University	Prime		✓																								
Charlotte Hornets	Prime																										
City of Palo Alto	Prime																										
City of Phoenix	Prime		✓	✓	✓	✓																					
City of Portland, OR	Prime	✓	✓	✓	✓	✓																					
City of San Diego	Prime	✓	✓			✓																					
Clark County	Prime																										
Collier County	Prime		✓	✓		✓																					
Colorado Department of Transportation	Prime		✓			✓																					
Commonwealth of PA																											
Concordia University	Co-Prime					✓																					
Duke Athletics	Prime																										
Duke University	Prime		✓			✓																					
Duval County Public Schools	Prime																										
Eskanazi Health	Prime		✓																								
Fulton School District	Prime																										
Houston Independent School District	Prime		✓	✓	✓	✓																					
John Hopkins Medicine	Prime																										
John Hopkins University	Prime		✓																								
Los Angeles United School District	Prime		✓	✓	✓	✓																					
MIT	Co-Prime		✓	✓	✓	✓																					
MIT Lincoln Lab	Prime		✓	✓	✓	✓																					
Monroe County, NY	Prime	✓	✓	✓	✓	✓																					
Montefiore Medical Center	Prime		✓			✓																					
Nebraska State College System	Prime		✓			✓																					
New York Knicks	Co-Prime																										



LSI Experience		Role	GIS	Integration	EAM/Paint Maintenance	Mobility	FILO Including MM, FI, CO, GL, AP	Student Lifecycle Management (SLCM)	Procurement Contract Mgmt/Sourcing	FM	CM	Budget & Planning	Banking and Treasury	Fixed Assets	Project Systems	HCM Including OM and PA	Analytics with SAP BW and Business Obj	SAP HANA Migrations and Development	Training	Security	Basis	Development - ABAP - Workflow	Upgrade	Ongoing Support Customer	AMS	Hosting
ODU	Prime				✓		✓																			
Ole Miss	Prime		✓				✓			✓	✓	✓	✓				✓	✓					✓	✓		
PASSHE	Prime		✓				✓			✓	✓					✓	✓									
Penn State University	Prime						✓			✓	✓	✓					✓	✓		✓	✓			✓		
Port of San Diego	Prime		✓				✓			✓	✓			✓			✓	✓	✓	✓	✓			✓		
Prince Georges County, Maryland	Prime		✓		✓		✓			✓	✓	✓	✓			✓	✓	✓	✓	✓	✓			✓		
Rockwell Collins	Prime																✓	✓								
Sacramento Regional Transit	Prime																									
San Bernardino County	Prime		✓		✓		✓			✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓			
San Diego County	Prime							✓										✓								
San Diego Metropolitan Transit Authority	Prime	✓	✓		✓		✓			✓	✓	✓				✓		✓	✓	✓				✓		
Sedgewick County	Prime																	✓						✓		
Sempra LNG	Prime							✓																		
State of Arkansas	Prime																✓	✓								
State of California AOC	Prime		✓				✓			✓	✓		✓				✓	✓						✓		
State of Hawaii DOT	Prime						✓																			✓
State of Nevada	Prime	✓	✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓
State of Nevada Corrections	Prime																✓	✓								
State of South Carolina	Co-Prime											✓														
Travis County, Austin, TX	Prime		✓				✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			
University of Arkansas for Medical Sciences	Prime																✓		✓	✓						
University of CA-San Diego	Prime							✓																		✓
University of Cincinnati	Prime		✓				✓			✓	✓						✓	✓	✓	✓	✓	✓	✓	✓		
University of Kentucky	Prime		✓		✓		✓			✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓		
University of Nebraska	Prime		✓				✓			✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓		
University of Tennessee	Prime																✓	✓	✓	✓	✓	✓	✓	✓		✓
USDA	Co-Prime											✓					✓			✓	✓	✓				
Weill Cornell Medicine	Prime						✓			✓	✓	✓	✓				✓	✓	✓	✓	✓			✓		
WG Services	Co-Prime																✓	✓	✓							
WR Grace	Prime																✓	✓								
Wyoming Community Colleges	Prime																✓				✓					



Reference 1 – State of Nevada

With its SMART 21 (Silver State Modernization Approach for Resources and Technology in the 21st Century) Project, the State of Nevada is replacing its 18-year old financial and human resources system with a comprehensive Cloud ERP solution to increase statewide productivity, operational efficiency, data driven insights, and enhance decision making for resource allocation.

Project Description

This \$90M project began in fall of 2019 and is will be complete in July 2022. LSI is providing the implementation, software and hosting services for the State using the Partner Managed Cloud (PMC) Model. Over 60 employees have been staffed for this project that is currently being delivered on time and on budget. Included in scope are:

- A. An integrated set of cloud-hosted software solution components to deliver the functional and technical requirements for a statewide implementation for the State of Nevada.
- B. Configuration of the SMART 21 components so that the solution meets functional and technical requirements specified in the RFP.
- C. Enabling technologies such as an integration platform to integrate with legacy applications, master data management to ensure data integrity across the solution components, business intelligence reporting capabilities, and externalized security authentication.

LSI provided end to end SAP software solution components to deliver the functional and technical requirements for a statewide implementation for the State of Nevada.

LSI is providing implementation services including project management, requirements validation and elaboration, business process design and solution configuration, integration services, data migration/conversion, solution testing, support for user acceptance testing, solution training, production service center/help desk support services, support for turnover transition and post-turnover support.

LSI is implementing SAP S4/HANA – ERP Platform, SAP S4/HANA - Financial Operations, SAP HANA - Data Processing Engine and Enterprise Data Warehouse, SAP BusinessObjects & Cloud Analytics - Data Reporting and Analytics Suite, SAP SuccessFactors Human Capital Management (HCM) Suite - Employee Central and Payroll integrating Workforce Software for Time Attendance and Sodales for Labor Relations, and SAP Concur – Enterprise Travel & Expense Management. This ERP project benefits over 1,500 core Finance and 23,000 core Human Resources users for the State of Nevada over a 10 year contract term. LSI has been working closely with the State, and with Gartner as IV&V oversight.

Reference 2 – Penn State University

This \$34M project began in summer of 2018. LSI replaced PSU's IBIS financial system with SAP S/4 HANA as the University's new Enterprise Financial System called the SIMBA Project. A total of 25 employees were staffed for this project that was delivered on-time and on-budget.

Project Description:

The University announced its intent to replace IBIS in 2017, and the widely used business suite SAP S/4HANA was selected as the best solution to meet the University's financial needs. LSI implemented a Cloud SAP S/4 HANA full Finance ERP System at the Public Sector Higher Education University working from a highly customized legacy mainframe system. This Cloud SAP S/4 HANA system went live in summer of 2020 during the COVID19 pandemic with virtual support from the dedicated LSI consulting team and the client. The PSU Enterprise Financial System replacement project, called SIMBA, will increase the University's business agility through improved processes, reporting, budget forecasting and integrated functions, while at the same time introducing a contemporary user interface. The SIMBA implementation included integrations with University's HR Workday system for payroll data and interfaces with other University business systems. The real time reporting from transactional system delivered a huge win for the University. Users can run reports on live data and SAP HANA platform provides the backbone for the performance. Operational reports having number of records upward of 10 million rows are executed in less than 10 seconds. The SIMBA implementation project is the last of three University-wide efforts to replace antiquated legacy systems with more efficient and modern ones that fully leverage current technologies within the financial reporting and cost allocation systems. A single production database is being used for Finance with multiple application servers running on SAP's proprietary HANA in-memory data platform. LSI develops "To Be" process designs for all business processes relating to finance for the University and maintains a library of over 60 Higher Education financial process designs as an accelerator of implementation projects. SAP S/4HANA Finance solution implementation focuses on:

Configuration Builds	Data Conversion
Integrations	Data Extraction
Reporting and Analytics	Change Management
Knowledge Transfer	Post Production Support

LSI's implementation of the SIMBA project successfully went live in summer of 2020 despite the COVID19 pandemic, and virtual training was conducted to support knowledge transfer and proper adoption of the new platform. The SIMBA project benefited over 2550 employees and thousands of external users from the University.

Below is the recent announcement SAP S/4 HANA announcement for Penn State University:

LSI Consulting Blog

LSI takes Penn State University to Go-Live!



LSI takes Penn State University to Go-Live!

LSI is proud to announce that Penn State University's Project SIMBA is moving full force ahead towards its July 1 Go-Live date. Project SIMBA is Penn State's new Enterprise Resource Planning (ERP) system for Integrated Management, Budgeting and Accounting. It is replacing older financial systems with the latest ERP technology, SAP S/4HANA. The SIMBA project is the first SAP S/4 Higher Ed greenfield Cloud implementation, hosted on Azure.

"The SIMBA Organizational Change Management (OCM) team, in partnership with the Functional team, as well as a willing group of "superusers" has been working hard and fully believe the resources and training provided to our stakeholders has been and will continue to be robust, efficient, and effective to prepare for a successful go-live experience." "Recognizing the learning curve may be lengthened due to the impact of COVID-19, the SIMBA OCM team has developed a strong support model to respond to the training participants' needs"

What is amazing is the LSI and the PSU project teams have been fully remote since the 2nd week of March in response to COVID-19 and have not missed a beat. The SIMBA project is set to go live on time and on budget!

- Dr. Susan Cromwell, Penn State Finance and Business Director Organizational Change Management.

In preparation for project Go Live, the LSI team successfully delivered training to over 4000 end users, demonstrating our ability to deliver training 100% remote. PSU was thrilled with the outcomes which were modified at the last minute due to COVID19. Data conversions and cutover were also conducted during this period and have been successfully managed remotely by using daily standup meetings as well as open Zoom/Teams rooms as needed throughout the build. Our team's resiliency based on changing working conditions due to COVID19 while tackling high priority project deadlines virtually can be attested by our on time and on budget implementation and successful client reference. Our team can pivot quickly, and since most have worked together for years, allow for a quick start, and fast delivery of project deliverables.

Reference 3 – State of Arkansas

This \$1.5M project began in summer of 2018 and commenced in February of 2019. The State of Arkansas Department of Finance required migration of their SAP ECC systems to SAP Suite on HANA 2.0 platform. Scope included unicode migration in the ECC landscape; Database migrations from IBM DB2 to HANA 2.0 database; SAP BW systems to SAP's Business Warehouse on HANA, and then SAP BW/4HANA platform which included database migrations from IBM DB2 to HANA 2.0 database. LSI staffed 8 employees for this project that was on time and on budget.

Project Description:

Deliverables included: Project Management Strategy, Project Charter, Governance Structure, Project Staffing Plan; Project Management Strategy, Implementation and Migration Plan; Landscape Strategy: memory sizing assessment, landscape optimization; Data Management Strategy; Knowledge Transfer, Training and Testing Plan; Core Upgrade and Migrations; Code Remediation and Unicode Conversion; AIX and OS script and Code Remediation; Performance Tuning; Unit, String, Integration and Stress Testing; 3rd Party Application Testing; and fixing defects identified within certain parameters.

LSI has continued working with the State of Arkansas on other SAP services opportunities including a recent award for a GABS87 compliance project utilizing SAP Contract and Lease Management software.

State Of Hawaii Department Of Transportation Highways Division (DOTH)

LSI will be providing a similar EFS solution to DOTH for their Request For Proposal To Provide System Software And Implementation Consulting Services For Highways Financial Management System Project. Under the PMC licensing model, like LSI has with the State of Nevada, LSI will be providing the software, hosting, and implementation services for DOTH's financial transformation project all under one contracting vehicle. In doing business with DOTH, LSI has shown it has a clear understanding of Hawaii laws and regulations and a viable plan for implementing these requirements.

As the State reviews and evaluates the various responses for this initiative, we feel that it is important to note that LSI strives for success on all of our projects every day and have embedded this core value in our team members and our culture.

LSI is leading the way in challenging our customers to think differently about the way they approach and deliver projects. During these days of economic constraints and reduced budgets, organizations need to make sure that large-scale transformation initiatives focus on delivering quality solutions on-time and on-budget. LSI continuously is bringing solution accelerators and innovative solutions to reduce the overall investment to our clients. LSI is excited about the opportunity to partner with the State to provide our extensive solution and industry expertise to deliver a successful solution.

Our organizations are dedicated to customer and employee satisfaction that translates into longtime



client relationships and strong employee tenure within our firms. It is because of our unwavering commitment to both, that our organization continues to grow and has become some of the most highly desired consulting services partners in Public Sector industries.

Offeror Form OF – 1 Customer References (Confidential)

Please see our Customer Reference Offeror Form's submitted from the State of Nevada, the State of Arkansas, and Pennsylvania State University, emailed directly to the Contract Administrator.

In addition, our local Hawaiian partners in this bid (eWorld and Datahouse) have also provided their references in collaboration with our bid for LSI/SAP.

Due to applicable policies, governing privacy and personal information, please find ***LSI_Offer Form OF-1_RFP-ERP-2020.pdf*** attached within the attached ***LSI Consulting_Confidential Information_Form OF-3_RFP-ERP-2020_FINAL.pdf***.

List of Exceptions to Terms

Please see attached ***LSI Consulting_Exceptions OF-2_RFP-ERP-2020_FINAL.pdf***.

Confidential Information

Please see attached ***LSI Consulting_Confidential Information_Form OF-3_RFP-ERP-2020_FINAL.pdf***.

Evaluation Criteria 2: Project Organization and Staffing (Confidential)

Project Governance (Confidential)

This section describes sample methodology and governance structure we use for the SAP Project. These parameters are further defined during the project planning stage. Key elements of SAP Project Governance are outlined below:

LSI Project Manager plans, directs and executes all SAP implementation activities. With active support and participation from SAP Program Manager, he is responsible for the overall delivery of the work products and outcomes as described in LSI Statements of Work and other contract documents. In conjunction with SAP Program Manager, SAP Project Manager collaborates with Executive Advisory Group (EAG) in resolving Team and Project issues.

SAP PMO consists of LSI Project Manager and SAP Program Manager (with LSI Engagement Manager visiting). SAP PMO seeks input from EAG (as needed) in order to make necessary decisions needed to execute all SAP Implementation activities outlined in the SAP Project Plan. SAP PMO meets bi-weekly or as needed.

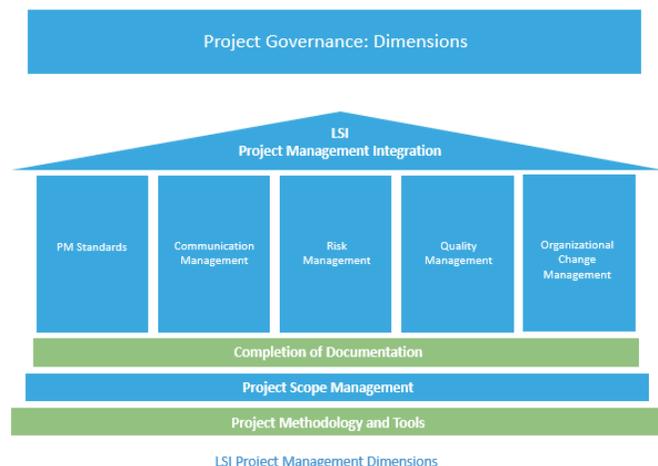
SAP Project Teams, consisting of Functional, Technical, Hosting and Cross-phase Teams (such as: Change Management and Training) will be managed by respective LSI Team Leads. SAP Project Team meetings are held weekly or as needed.

Engagement Managers (and LSI Project Manager, as necessary) will provide the Executive Steering Committee (ESC) with the overall weekly project status, decisions to be made, known risks and escalated issues that deserve ESC attention. In addition, face-to-face interactions will be jointly planned by SAP Program Manager and SAP Engagement Manager, as needed; they will have a published agenda and accompanying support material.

Please see attached ***LSI_Markets and Capabilities_RFP-ERP-2020.pdf*** for a figure depicting our governance model that will be used for the Project and the roles and responsibilities for each of the groups will be described in more detail in the sections below:

Project Management Approach (Confidential)

The LSI Project team will have leadership provided by the Program Sponsor, Engagement Lead and Project Manager who share responsibility for the successful delivery of the State implementation. The Engagement Lead and Project Manager are responsible for day-to-day management of project activities, while Program Sponsor position is of a more strategic nature. These roles are highly complementary in nature, enabling the Project Manager to engage at a hands-on level with the implementation team since the Program Sponsor retains an oversight role, providing perspective and a longer-term view.



The foundation of a well-run project is established in the Prepare phase of the project. During this phase, the LSI and State project management form a Project Management Office (PMO) which collectively performs the following tasks:

- Clearly define project scope, responsibilities, and authority via the project charter and responsibilities matrix.
- Finalize the project team resources and organizational chart
- Implement the toolset and procedures for scope, risk and issue management
- Establish communication protocols including status reporting and issue reporting
- Create the project requirements traceability matrix framework
- Prepare a Kick Off presentation to communicate PMO standards and expectations to the project team.

A Kick Off meeting is held with the entire project team (LSI and State personnel) at the beginning of each major project phase. The Kick Off presentation is prepared by the joint PMO and led by the program executives from LSI and the State to reinforce the “one voice” concept of leadership throughout the engagement. The project team is provided with the same set of standards, high expectations of performance, and objectives on a single timeline. The PMO defines the templates to be used for project deliverables and work products, as well as project standards that govern the creation of the deliverables. The Kick Off presentation provides an overview of the project team assignments and schedule.

The PMO shall work collaboratively to outline human resource management protocols; LSI and the State maintain primary responsibility for their own project team members. The team leads are responsible for coaching/mentoring under-performing resources and providing training as appropriate. Should these efforts not produce the desired improvement, the issue is raised to the PMO for disposition. In cases where a suitable replacement resource is available, best efforts is made by both parties to transition responsibilities and project deliverables to the replacement. Situations breaching professional ethics or standards of conduct will not be tolerated and will be escalated to the PMO for immediate investigation.

The PMO is responsible for establishing the issue management standards and guidelines for the State implementation. It is our expectation at each project that the State establishes a project repository (i.e. MS Teams, Slack, SharePoint, Shared Drive, Google Drive, DropBox) as a platform to manage project issues and documentation of resolution. This repository will provide detailed logging of issues, defects and a robust reporting system based on configurable project scope, categorization, and nomenclature. Guidelines will be established for what constitutes an issue, for severity level classification, and escalation procedures. All team members will have access to the issues database; project managers are expected to review issues regularly and review aging open issues for possible escalation. Additionally, the project repository is a customer-provided and customer-maintained site that utilized by both LSI and customer project team members during a project. This repository serves to store and manage all project documentation of record across all workstreams during the lifetime of the project. Once created this project repository site is front loaded with LSI's pre-configured implementation accelerator templates, strategies, organizational structure, and additional project documentation all tailored by our consultants for each project and customer. Not only do these templated project accelerators increase productivity as a whole, but they can also create living as-built documentation that the customer can modify as needed long after

the initial project implementation is complete.

The PMO will develop a project work plan to be detailed and maintained on a rolling basis. Project status reporting shall follow a structured format to ensure information is communicated to the appropriate stakeholders on a timely basis. Detailed status reports will be submitted to the project managers weekly, jointly authored by the LSI and State team leads. Each weekly status report will include a summary of completed, in process, up-coming tasks, critical issues and/or those requiring escalation, and identified project risks. Project team task reporting will provide information critical for regular updates of the project plan. A regularly scheduled team lead meeting, chaired by the project managers, will be held weekly to review individual team reports and discuss resource collaboration for issues crossing multiple application or process areas.

<INSERT PROJECT LOGO>	Office of the <INSERT OFFICE (ie PMO)> <<CUSTOMER PROJECT NAME>>		
WEEKLY STATUS REPORT			
Contractor	XX	Project Title	XX
Contract No.	XX	Change Order Date	XX
Contract Date	XX	Change Order No.	XX
1. Key Status Indicators:			
Description	No	Yes	Explanation
Has scope changed?			
Will target dates slip?			
Are there resource problems?			
Any other issues?			
2. Major Activities Completed For Reporting Week (Key Accomplishments):			
Activity	Comment(s)		
3. Major Activities Planned For Reporting Week and Not Completed:			
Activity	Comment(s)		
4. Major Activities Planned For Next Week:			

The project managers are responsible for consolidating the team lead reports into a format agreed upon by the PMO for executive communication. The executive summary typically includes a color-coded dashboard of project metrics and summaries of project performance versus schedule and budget, trends in performance, and critical issues and risks. A regularly scheduled (weekly or biweekly) PMO meeting is held to review status and discuss corrective actions as required. After the PMO review, the finalized status report is sent to all project team members, along with points of clarification or emphasis on trends, consistent issues, etc. Key project risks and issues resolution outside the span of control of the PMO are raised to the Steering Committee.

The project requirements traceability matrix provides the framework for managing solution scope and quality throughout the project. The traceability matrix provides a mechanism for relating solution requirements to design elements and test cases executed throughout the project lifecycle. A properly threaded traceability matrix is a powerful tool to ensure both depth and breadth of solution quality.

Project Team (Confidential)

Since our inception in 1998, LSI has been and remains a dedicated Public Services industry consultancy. In this capacity LSI is an SAP development partner working with SAP to define industry best practices and improve Public Sector functionality. The average experience level of LSI’s functional consultants is 10+ years. 95% of our consultants held Public Sector jobs where they were involved in large scale IT business transformations before becoming Public Sector solution consultants. Our consultants have walked in your shoes and understand your unique business processes as it relates to mission critical systems support large scale transactions. In addition, their experience with Public Sector organizations directly will be a huge benefit in selecting LSI. All of our key personnel are US based with numerous successful implementation experience.

LSI’s proposed Project Team meets and exceeds the requirements of Key Personnel as denoted in



Section 2.0 Offeror Key Personnel Qualifications of the attached **Appendix K Proposed Project Organization and Staffing**. Please see attached **LSI Consulting_Resumes_RFP-ERP-2020_FINAL.pdf** for our proposed consultant resumes that detail staff experience.

Below is a listing of the Project Planned staffing and the percentage of onsite vs remote work hours. LSI has partnered with the following local technology partners: eWorld Enterprise Solutions Inc. and DataHouse Consulting, Inc. who will provide personnel based locally in the Island of Oahu. Key Personnel have been listed in the table below:

Our Staffing Plan will allow the State to fully realize the value of ERP integration in a shorter timeline and eliminate temporary interfaces. **As displayed below, the work effort is estimated at 110,630 effort hours.**

Key Resource Title	Key Resource Name
PMO	
Project Executive (Executive Sponsor)	Nader Tirandazi
Sr. Architect (Executive Solution Architect)	Shyam Jajodia
LSI Project Director	Rick Miller
Local Project Manager (Project Manager)/ Testing Cutover	Zam Alidia
S/4 Finance Workstream	
Operations Lead/Manager (Finance Lead)	Monette Mcnicholas
OCM/Training Lead	
Sr. Organizational Change Manager/Training Lead	Libby Wilkins
Reporting and Analytics Workstream	
Technical Lead/Manager (Enterprise Reporting)	Andrew Barnaby
Technical Workstream	
Technical Lead/Manager (Development/Integration)	Lokesh Krishnappa

Staff Experience and References (Confidential)

Please see attached **LSI Consulting_Resumes_RFP-ERP-2020_FINAL.pdf** for our proposed consultant resumes that detail staff experience for key personnel as defined in **Appendix K Proposed Project Organization and Staffing**.

Staffing Plans (Confidential)

Please see our Organization Chart attached as **LSI_Organizational Chart_RFP-ERP-2020.pdf**

Please see the following page for the LSI Staffing Plan also attached as **LSI_BAFO_Staffing Plan_RFP-ERP-2020.pdf**



Evaluation Criteria 3: Business Solution – Functional Requirements

Business Solution Approach to Functional Requirements (Confidential)

LSI is one of SAP’s Flagship Partner Managed Cloud (PMC) Model Partners whereby LSI is certified and authorized by SAP to be a One-Stop Shopping/Interaction Experience for US Public Sector clients looking to streamline their technology investment and associated deployment, support, and managed services on a single contract . Under this Model – LSI can re-sell/package SAP Technology , contract, implement, support and provide hosting managed Services for SAP Public Clients. The recent Validation of the utilization of this model is the State of Nevada (who is the US’s most recent State to formally undertake a complete Back-Office Operations Transformation/Enhancement Initiative to fully integrated Cloud Solution) who chose LSI and SAP under this model. LSI has also been awarded the HI DOT project under the same PMC structure for a consolidated single contract and point of contact deployment SAP S/4 HANA and associated suites.

LSI has worked with SAP and we are together proposing a fully integrated, state-of-art/best-in-class Enterprise ERP Replacement Solution for State for all Functional Areas outlined in your RFP. This comprehensive Enterprise Solution will have the following construct and deliverables to meet Projects Goals and Objectives.

The LSI approach to determining the overall software solution began with a thorough evaluation of the functional, technical, and business requirements outlined in the RFP. The State did a great job in clearly presenting its objectives, the requirements necessary to be satisfied, and the overall approach you wanted to follow.

The Table below shows how we mapped the State’s functionality desired to be replaced to the software component that satisfies your requirements.

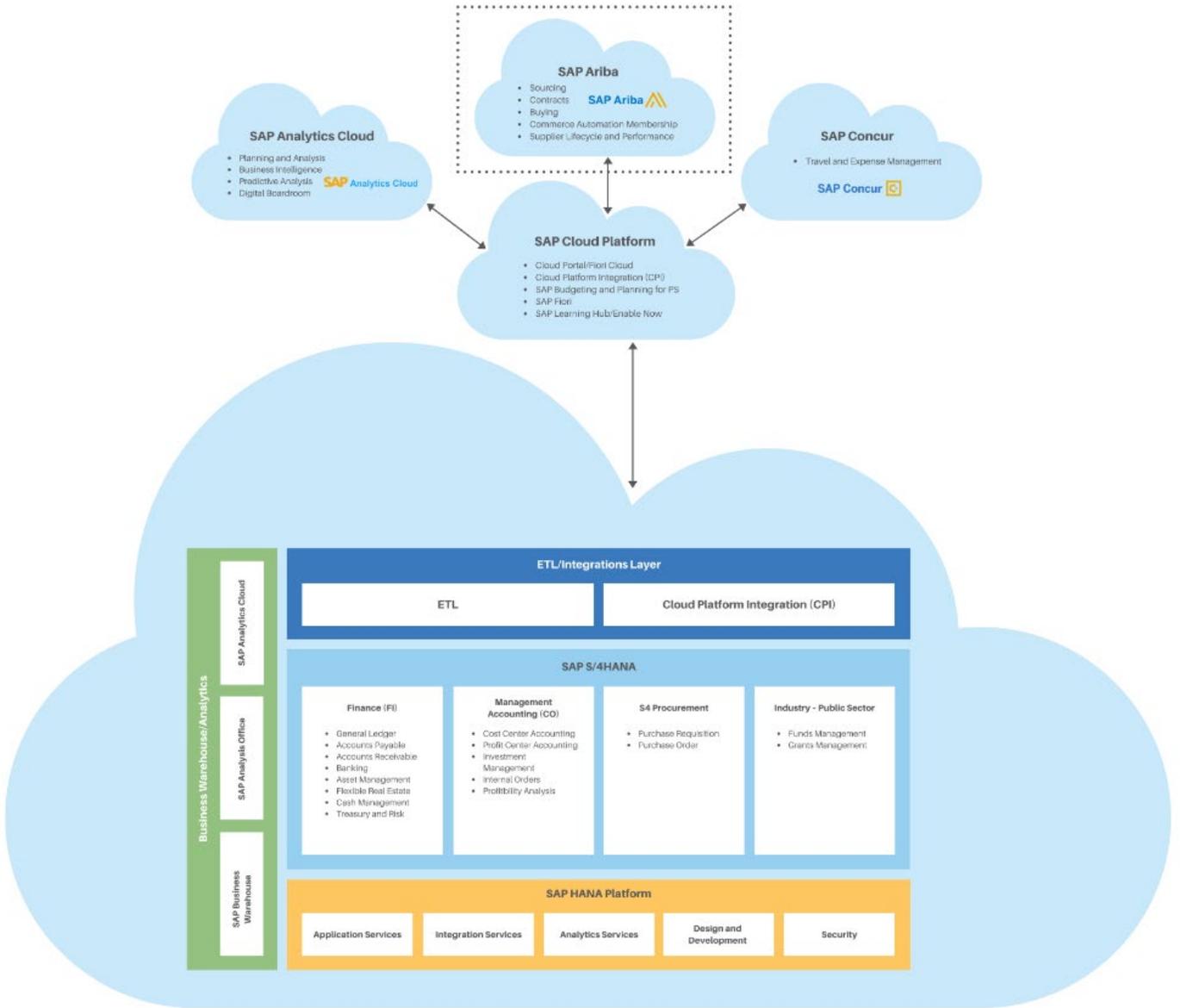
ERP Functionality Group	Detailed Functionality		Software Solution
Financial Administration	General Ledger		SAP ERP/Financial Operation Cloud Suite
	Allocations	Journal Entry	
	Budget Control/Reporting	Inter/Intra Company	
	Chart of Accounts	Fund Accounting	
	Commitment Accounting	Fiscal year End	
	Funds Control	Financial Reporting	
	GL Accounting	Trust and Agency Reporting	
Financial Administration	Bonds		SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
	Bond Accounting	Bond Administration	
	Debt Management	Loans	
	New Bond Allocation		
Financial Administration	Accounts Receivable		SAP ERP/Financial Operation Cloud Suite
	Customer/Portal	Customer Correspondence	
	Invoice Processing	Disputes	
	Cash Processing/Remittances	Collections	
	Aging		
Financial Administration	Accounts Payable		SAP ERP/Financial Operation Cloud Suite
	Invoice / Voucher Processing	Payment / Disbursements	
	Invoice Matching	Taxes	
	Aging	Vendor	



Financial Administration	Cash Management		SAP ERP/Financial Operation Cloud Suite
	Bank Reconciliation	Cash Management/Forecasting	
	Cash Deposits/Receipts	Interest Earnings/Allocation	
Financial Administration	Grants Accounting		SAP ERP/Financial Operation Cloud Suite and Submittable Grants Management Software
	Create/Maintain Grants	Record/Track Grant Transactions	
	Budgeting	Monitoring/Reporting	
	Manage Grants		
Financial Administration	Asset Accounting		SAP ERP/Financial Operation Cloud Suite
	Asset Request/Authorization	Transfer Assets	
	Acquire/Build Asset	Depreciation, Additions & Write-downs	
	Commission Deploy an Asset	Retire, Salvage, Dispose of Asset	
	Leases		
Financial Administration	Travel Expense Management		SAP Concur Cloud Suite
	Travel Request & Approval	Payment Processing	
	Expense Reports	Reconciliations	
	Expense Reimbursements		
Financial Administration	Project Accounting		SAP S/4HANA ERP Cloud Suite
	Project & Contract Setup	Budget Control	
	Time-Tracking & Accounting	Asset Creation and Valuation	
	Material Expense Tracking and Accounting		
Purchasing	Purchasing		SAP S/4HANA ERP Cloud Suite
	PO/Requisition Management	Policy and Compliance	
Budgeting	Budget Development and Allocations		SAP Budgeting and Planning for Public Sector
	Budget Development	Revenue Projections	
	Budget Allocations	Budget Allocations Limit	
	Budget Template	Assemble Budget	
	Budget Assumptions		
Budgeting	Budget Validation and Approval		SAP Budgeting and Planning for Public Sector
	Budget Validation	Receive Recommended Updates	
	Budget Approval	Review and Approve Updates	
	Route Budget for Review	Apply Updates to Budget	
	Track Budget Review	Route Budget for Approval	
Budgeting	Capital Improvements		SAP Budgeting and Planning for Public Sector
	Capital Request	Include Capital Project to Budget	
	Capital Request Approval	Initiate Capital Project	
	Develop Capital Proposal	Apply Actuals to Budget	
	Capital Request Approval	Complete Project and Create Asset	
Integration	Integration Strategy and Tools		The Entire Proposed SAP SOLUTION
	API Management		
Reporting & Analytics	Enterprise Reporting and Analytics		The Entire Proposed SAP SOLUTION

Below are the Proposed Core ERP Finance, Budgeting & Financial Operations – Enterprise Solution for the State of Hawaii

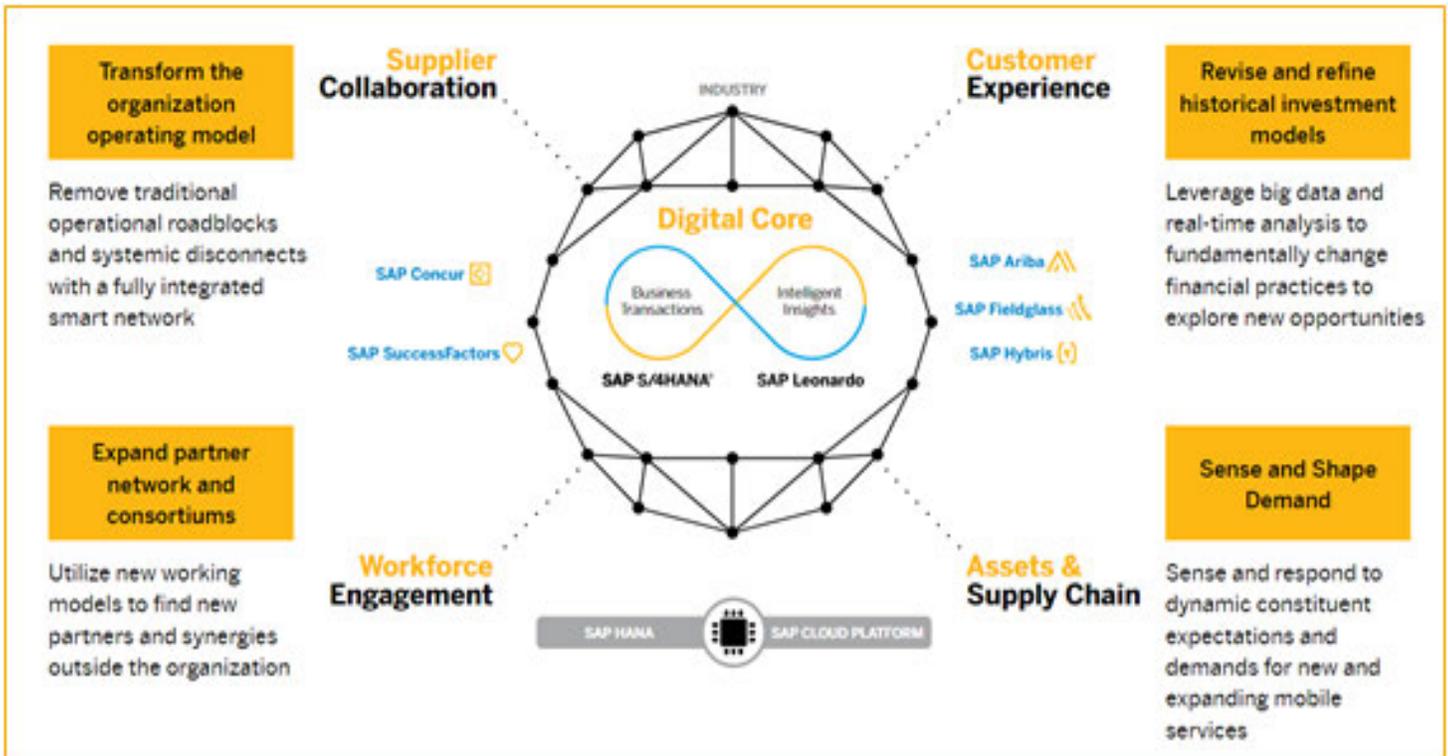




Together LSI & SAP recognizes the importance of the State’s modernization initiative and the significant opportunity the initiative presents to the State’s citizens, employees, and communities. We understand that the State is focused on modernizing and replacing aging legacy systems that do not meet current and future expectations for access to accurate data, thereby negatively impacting decision-making and transparency for State’s citizenry. By deploying a transformative and intelligent enterprise Cloud ERP solution, the State can respond quickly to ever changing regulatory requirements and create a platform to innovate and improve services to State’s citizens.

We have built a structured modern framework to help the State think through how to develop and execute on State’s transformation to a digital strategy. With this framework, the entire operation becomes digital ready, including the core and the intelligent enterprise side, which serves as the

platform for innovation and process optimization. SAP’s digital platform combines a robust database with services for running and creating innovative applications. It enables real time business by converging transactions and analytics on an in-memory platform. The proposed data platform untangles complexity, brings significant savings in data management and will empower the State’s decision makers with insight and predictive power for transparency. SAP’s digital platform drives its intelligent suite of applications, SAP S/4HANA, for live orchestrated business processes.



SAP is offering the State the premier industry software solution to facilitate enterprise modernization. SAP provides a holistic, fully connected solution to enable simplification of each of the State Department’s four core business processes (financials, procurement, budget, and HR) so State can innovate and exceed its target business outcomes.

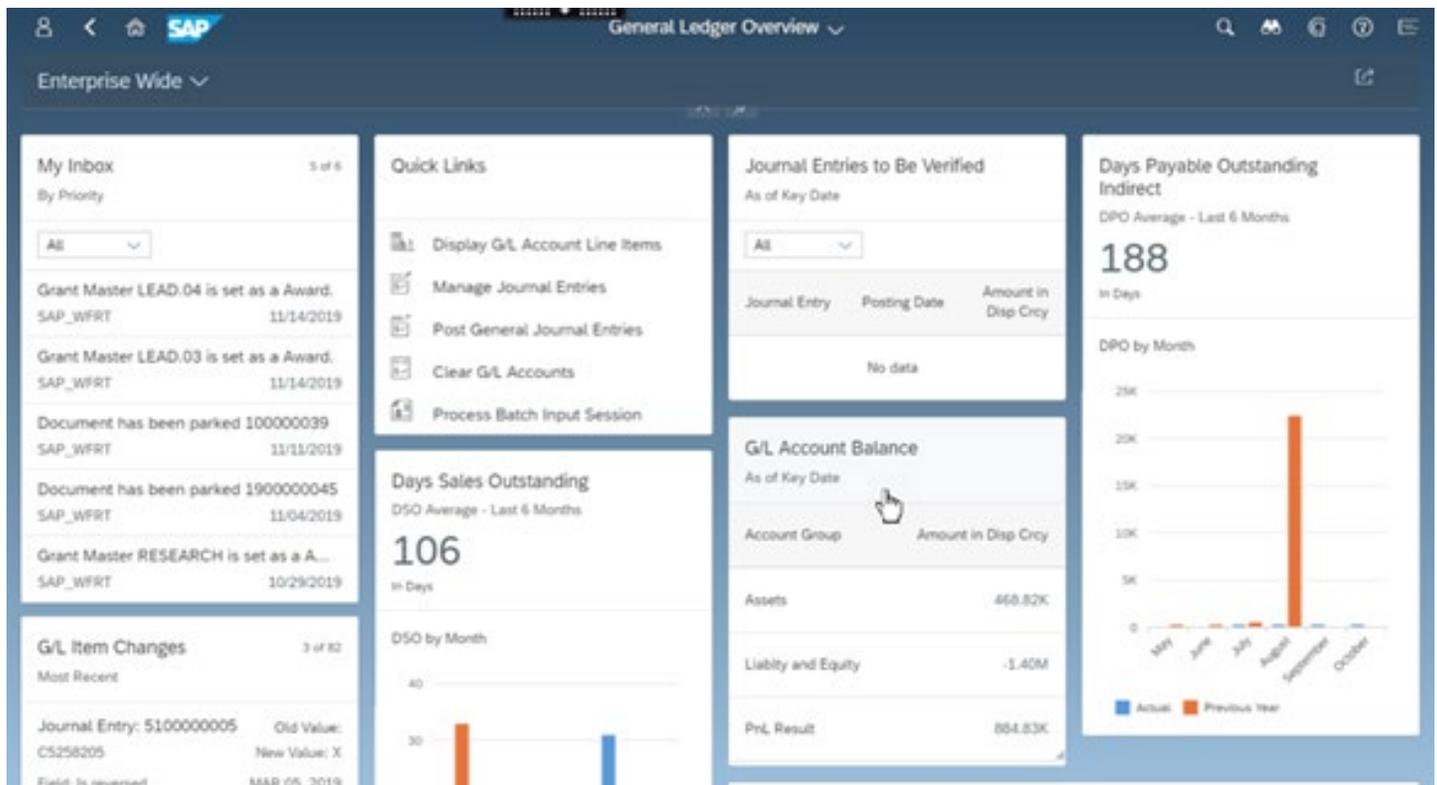
Accounting: Ensure Compliance, Mitigate Risk, Drive Efficiency

The SAP difference has always been one business model and one application/solution for cross end-to-end business processes versus a delivered integration layer required of most software companies. Integration regardless of how it is delivered (certified or pre-defined integration layers) is a challenge and adds complexity to the initial implementation program and on-going production maintenance.

This sets SAP apart and provides the solid base to interact with banks, credit/collection providers, data from operations, and other complimentary solutions requiring integration. The advantage of SAP is extended with our investment in the platform which SAP S/4HANA runs on to overcome the technical restrictions of the past to eliminate latency associated with sending transactional data to a warehouse for all types of reporting including financial and operational reporting. The focus is on current and future outcomes.

With our next generation platform, finance is transformed with a single source of the truth. This is where all transactional and planning data is stored one time, in one place, and without aggregates. It is a single general ledger string offering complete visibility into the health and wellness of the State Department across all functions. With one business model and a centralized posting engine State can make proactive strategic decisions on the fly. More importantly providing a view and added perspective into other influential data points like weather, citizen sentiment, regulation, city permitting, and more to lead and make a difference.

The proposed SAP S/4HANA Finance solution includes the General Ledger along with its sub-ledgers accounts payable, accounts receivable, inventory and asset management. General ledger accounting is integrated with all application components of the SAP system that generate posting data of relevance to general ledger accounting. postings to vendors, customers, and assets are automatically updated to the corresponding general ledger reconciliation account. Controlling Management is also part of SAP S/4HANA Finance and is integrated with the general ledger to manage costs. All financial modules talk seamlessly to one another as well as to external system, which will be integrated utilizing the most advance integration technology by SAP. Below, State will see an example of a General Ledger Overview page. It is a single page for general ledger analytics with drill down capabilities. In addition, LSI understands that the State is currently utilizing Peoplesoft for payroll. We have extensive experience integrating this with our SAP solution.



Financial Management

The SAP solution will provide State an easy and effective mechanism for completing their accounting and financial responsibilities. The SAP solution encapsulates the necessary procurement and financial management capabilities that adhere to the necessary requirements and standards set forth to address



acquisition regulations. It provides comprehensive billing and collection capabilities, procurement capabilities that adhere to the state and federal regulations, multiple payment methods and types for direct deposit and check creation capabilities.

General Ledger, GASB and other External Reporting Requirements Key Capabilities

- The solution incorporates the necessary capabilities to leverage State’s General Ledger account structure including assets, liabilities, net position, budgetary, revenue and financing sources. In addition, it offers the capability to hide or display the applicable fields on the transaction based upon the G/L account that is about to be updated. This ensures that the users only enter in relevant information in their transaction which allows greater reporting accuracy.
- The solution delivers a series of financial statements, (such as the Statement of Net Assets, Balance Sheet, etc.) and also provides a series of templates to expand these reports for internal and external reporting needs. What is unique about our solution is that we allow our Public Sector customers to **run real time financial statements throughout the year**. The solution automatically reconciles each transaction in real time across the impacted sub ledgers. This ensures that each transaction (such as an invoice) automatically updates the budget, procurement contract and accounts payable posting without any manual intervention.
- Many Public Sector customers move to SAP in order to ease the Governmental Accounting Standards Board (GASB) reporting requirements. Since we incorporate different chart of accounts elements across all financial transactions, such as fund and functional area, our customers are able to have a real time strategy for these requirements. In addition, these data elements are included in the fixed asset records and used for all postings (acquisitions, transfers, retirements, depreciation, and assets under construction) which are the core requirements when supporting the GASB 34/35/87 requirements.

Module Name	General Ledger
Narrative Description of Major Functions	
<p>The general ledger is designed specifically for governments to account using full accrual, modified accrual and cash basis accounting simultaneously. This is accomplished by using parallel ledgers and a function called “document splitting” which automatically keeps debits equal to credits by Fund, Grant and Agency or any other defined dimension. The solution then tracks all cash relevant transactions to meet cash basis reporting requirements. Users only need to post the transaction in the normal course of business and the solution will automatically track the different methodologies. To report, the user will simply choose the appropriate ledger (full accrual, modified accrual, cash), plus any other criteria (Fund, Fund type, Agency), as part of the report selection criteria.</p> <p>The SAP General Ledger includes the following features:</p> <ul style="list-style-type: none"> • Real-time fund accounting and financial reporting • Flexible and hierarchical structuring of the chart of accounts • Automatic and simultaneous posting of all sub-ledger items in the appropriate reconciliation account • Simultaneous updating of general ledger and cost accounting areas • Integrated workflow-enabled financial calendar to automate periodic activities • Accelerate close through automation and standardization <p>SAP S/4HANA Finance has reinvented the concept of the Chart of Accounts by introducing the Universal Journal. This revolutionary approach brings together all of the previously separate chart of accounts components (i.e. entity, company, account, cost element, etc.) into one single accounting transaction capture and reporting solution. It is no longer necessary to aggregate data or join tables in order to retrieve financial data in the exact form and level of summarization needed. Any of the 300+ elements in the Universal Journal are available (within security authorization parameters) for analysis, reporting and distribution. The SAP Universal Journal provides one single source of truth for instant insight and all ledgers and sub-ledgers such as Assets, Inventory, Accounts Payable, Accounts Receivable, Revenue & Cost Accounting, Customer, Project, etc. SAP customers are free to setup the chart of accounts and elements to fit their exact needs. Today and as they may change in the future.</p>	
Integration Points	
<p>The General Ledger is fully integrated real-time with all subledgers such as AP, AR, Assets, etc. as well as business processes such as req to check.</p>	



SAP Cloud for Real Estate

SAP Real Estate Management is a global solution trusted by large enterprises, both commercial and non-commercial to handle complex lease accounting scenarios. Leveraging its in-memory database technology, the solution can run transaction processes and produce reports at an extraordinary speed while handling vast amount of data load. The reporting engine within the solution is robust and highly configurable to support all business requirements. The native integrations allow for the data flow to be seamless to our solution and be readily available in real-time for ad-hoc operational reporting. By choosing to deploy this solution the State will truly be able to unleash the power of S/4HANA and maximize on its investments. As accounting standards continue to evolve, SAP will adjust the software accordingly to support its global customer base by simply issuing the appropriate code changes in the future releases. This will allow the State to continue to keep the application landscape abridged.

SAP Real Estate Management offers scale for future growth, security and low maintenance with built in integration, data integrity for reporting with a consistent single source of trust. This solution will offer a seamless integration and flow of data reducing manual intervention, increased data reliance, and automation while meeting all key requirements listed in the solicitation.

SAP Budget and Planning for the Public Sector

SAP Budget and Planning (SBP) for the Public Sector is a Comprehensive Enterprise Budgeting application built specifically to address the traditional and emerging challenges of Public Sector budgeting. SBP flexibly enables a wide variety of budget approaches, processes, budget types, taxonomies, hierarchies and outputs to provide a solution to meet the broad budgeting requirements for complex governmental organizations like State.

Purpose-built by former government budget officers, SBP has a 10-year track record of flexible adaptations to support complex, large-government strategic and fiscal planning requirements. The solution easily adapts to simultaneously support a long list of budget formulation and execution techniques including long-range forecasting, performance-based, incremental, zero-based, top-down not-to-exceed caps, bottom-up proposals, reorganizations, internal service fund budgeting, executive-to-legislative budget bill management, in-year forecasting, budget transfers and budget amendments. The solution supports the entire organization and integrates with non-SAP software to address unique sophisticated requirements.

SAP Budget and Planning for the Public Sector provides the best value for State because of the following value propositions.

- Safe investment in a proven product – With a 10-year history of implementations in Federal, State, Local and international Public Organizations, the reservoir of knowledge, experience and previous success is deep and wide.
- Committed and Trusted Global Brand – SAP is a well-respected global brand that has invested in a specific Public Sector budgeting solution for over 10 years.

- Cohesive Upgrades – Upgrades to SBP are tested to be consistent with other SAP ERP modules and underlying technology.
- Current Functions and Features – SAP has continuously enhanced SBP to include a wide variety of functions and features including the following.

Module Name	SAP Budget and Planning for the Public Sector
Narrative Description of Major Functions	
<p>SAP Budget and Planning (SBP) for the Public Sector is a Comprehensive Enterprise Budgeting application purpose-built by former government officers specifically to address the traditional and emerging challenges of Public Sector budgeting. SBP flexibly enables a wide variety of budget approaches, processes, budget types, taxonomies, hierarchies and outputs to provide a solution to meet the broad budgeting requirements for complex governmental organizations like the State.</p> <p>SAP has continuously enhanced SBP to include a wide variety of functions and features including the following.</p> <ul style="list-style-type: none"> ○ Long-range, multi-year forecasting with economic factoring and support for any calculation method or formula. ○ Public-oriented personnel cost forecasting for existing employees, vacant positions and proposed positions. This well-developed functionality includes HR data integration, any time-horizon, any pay or benefit plan, selection of alternate master data (position and employee) and flexible pay period forecasting. Budget planners can examine and plan personnel expenditures at a highly granular level to support budgeting, spending plans and collective bargaining. ○ Operating (including revenue) capital, grant and internal service budgeting – A single application for all budget types. ○ Decision packages – SBP provides a special budget form for management of new proposals including selection and costing of new positions. ○ Ranking – SBP provides another special form for ranking of new proposals and capital projects. ○ Performance Management – SBP forms also provide support for performance measure entry (target and actuals) and strategic plans - mission, goals, objectives and initiatives. ○ Configurable Budget Input Forms – Budget forms can be configured in a wide variety of configurations. ○ Built-in Approval Workflow – SBP provides form-based, built-in workflow configurations by budget form type, budget form instance and organizational hierarchy. ○ Modeling and analytics – Powerful modeling tools combined with the strength of SAP Business Objects for reporting, dashboards and ad hoc analysis ○ Text handling and automated budget book publishing – Prepare budget documents that incorporate budgets, text descriptions, graphics and more. ○ Integration – Integrates with SAP and non-SAP ERP systems and data sources ○ Built-in Application Administration – SBP provides a long list of pages for an application administrator in the central budget office to maintain master data, text box labels, workflow approvers and help links so name a few. 	
Integration Points	
<p>Between S/4 and SAP Budget and Planning</p> <ol style="list-style-type: none"> 1. Accounting codes (Fund, Organization, Project, Grant and Account codes) and hierarchical relationships are pulled into SBP (Budgeting Solution) from S/4 (Accounting Solution). 2. Actuals and Revised Budget are pulled into SBP (Budgeting Solution) from S/4 (Accounting Solution). 3. As Enacted Budget data are pulled into S/4 (Accounting Solution) from SBP (Budget Solution). 4. Budget amendment data are pulled into S/4 (Accounting Solution) from SBP (Budget Solution). 	

Module Name	Funds Management /Budget Execution
Narrative Description of Major Functions	
<p>As part of the digital core (S/4HANA), Funds Management provides State the ability to input and control its appropriated budget according to its budgetary requirements. The budget can be uploaded to Funds Management from Public Budget Formulation for Cloud or State's current budget formulation environment. Once the budget is uploaded into Funds Management, budget allotment changes can take place based on user roles. These budget transfers can be set up with rules such that unallowed transfers do not take place. Examples include not allowing the senders available budget to go negative and not allowing the personnel budget to allocated to operational expenses. A user may be set up to override specific controls based on State's requirements. Funds Management performs a real-time availability control check against any transaction that encumbers the budget based on what State's budget execution requirements are. For example, specific programs/projects/etc. may have specific tolerances and/or level of budget control. SAP provides delivered budget vs actual reports which provides real-time insight to State's budget availability. Example reports include a '5 column' report (Budget/pre-commitment/Commitment/Actual/ Available Budget) as well as budget KPI's.</p>	
Integration Points	
<p>Funds management integrates real-time with all transactions (General Ledger, Procurement, etc.) that update/encumber the budget.</p>	

SAP Budget and Planning for the Public Sector accelerator with PatternStream for Reporting

PatternStream integrates with SAP Solutions to provide financial, budget, capital, and other types of reports. PatternStream is the tool that has been successfully implemented to satisfy and exceed the needs of the most demanding information distribution requirements. PatternStream is used by Federal, State, and Local Government Agencies and Departments to automate the creation of a variety of different types of information including: Budget documents, Capital project documents, CAFR and more. PatternStream provides the means to aggregate information and present it to citizens, management, and other interested parties. The solution extension is able to produce:

- Budget documents
- Capital project documents
- Comprehensive Annual Financial Reports (CAFR)
- Directories
- Exhibits
- Financial reports
- On-line, browser presented PDF documents
- Plans
- Statistical reports
- Transit schedules
- XML files

Accounts Receivable

- The SAP solution provides customers the capability to record and track bills to customers and record the collected revenue. Users can view the open bills for each customer and run reports to ensure that the bills are collected on time and for the correct amount. In addition, it can record a single collection for multiple bills if the amount is correct, and the solution can also track the remaining amount that needs to be paid if the check does not address the full amount of the invoice.
- All invoice and collection transactions are summarized real time into the appropriate financial statements and trial balance. This allows the State to have a complete real time understanding of their financial status and account balances. SAP is the sole software provider that provides real time General Ledger updates with comprehensive billing and collection capabilities.
- The solution allows the contract administrator to setup the various agreements, (i.e. terminal/ground agreement, concession agreement, airline agreement, utilities and statistics)



and allows the business user to define the rules that the system should use to trigger billing. For example, specific fee rate changes can trigger a retro-active billing or a credit application to the customer and this can be easily addressed within the solution.

Module Name	Accounts Receivable
Narrative Description of Major Functions	
The <i>Accounts Receivable</i> application component records and administers accounting data of all customers. SAP supports all relevant standardized business rules required from data entry, reporting, accepting payments, and dunning notices. Accounts receivable functions include Internet integration and support for: Document management/imaging, EDI processing including automatic clearing via lockbox processing, integration with cash management, flexible reporting via customer information systems, flexible dunning and enterprise-wide credit management, credit memos, recurring entries, electronic banking, customer down payments, automatic payment notices, account statements, and aging analysis. There is a range of tools available for documenting the transactions that occur in Accounts Receivable, including balance lists, journals, balance audit trails, and other standard reports.	
Integration Points	
AR integrates real time with the other modules such as updating the GL reconciliation account, customer account, cash management, and grants management	

Module Name	Cash Management
Narrative Description of Major Functions	
SAP Cash and Liquidity Management is for Treasurers and Cash Managers who want to gain comprehensive and timely insight into sources and uses of cash (including previous day and intraday bank account statements and internal cash positions) to better visualize cash flow and forecast liquidity with robust reporting and analytics. Includes integrated bank account management for the central administration of bank accounts and signatories. A simplified user interface and KPI-based analytics empower the finance organization to micro-manage all cash control functions in real-time. The cash management component allows you to analyze financial transactions and identify and record future developments for the purposes of financial planning. Alongside the traditional financing rules and statistical ratios, dynamic liquidity analysis methods such as cash flow analysis and flow-of-funds analysis are available. Cash management, therefore, ensures that all relevant liquidity information is available and can be evaluated, both fulfilling market requirements and providing a basis for cash management and forecast decisions. Its bank account management tool comprises electronic banking and control functions for running evaluations and making preparations for cash management and forecasting. The solution is tightly integrated into the SAP backend, yet enabling you to import cash balances from all of State's bank accounts and combine those balances with real-time data from accounts receivable and payable systems to develop more accurate liquidity forecasts	
Integration Points	
Cash management is fully integrated real time—for example, updates real time from the general ledger, AP, and AR.	

Accounts Payable and Treasury

The SAP solution provides comprehensive payment capabilities that allow for payments to be generated to specific vendors. Multiple invoices can be paid at one time or can be paid separately. The solution also allows multiple invoices to be grouped into a single payment in order to simplify record keeping. The solution incorporates all of the standard payment methods (Check, Electronic Funds Transfer through ACH, Cash, etc.). All of the General Ledger and budgetary impacts occur real time once the transaction has been approved.

- The solution provides the State with comprehensive cash, liquidity, and financial risk management capabilities to manage cash, mitigate financial risks, and streamline bank interactions and payment processes. The treasury applications seamlessly connect the entire spectrum of treasury activities for more effective management and control, and integrate with the General Ledger to maintain strict adherence to regulatory compliance and financial reporting standards.

Module Name	Accounts Payable
Narrative Description of Major Functions	
SAP Accounts Payables streamlines and reduces costs with automated exception handling, validation, and routing of invoices. State can gain better control of invoicing processes to increase cash flow, enhance cash requirements and payment visibility, reduce costs, minimize fraud, and improve vendor relations. It integrates electronic documents into State's accounts payable process to ensure high collaboration easy document exchange and archiving. With Supplier Invoice List and Create Supplier Invoice apps, S/4HANA offers the possibility to create supplier invoices with or w/o reference to a purchase order, view, and correct inaccurate supplier invoices directly.	
Integration Points	
AP integrates real time with the other modules such as updating the GL reconciliation account, vendor account, cash management, budget as required along with the grant if grant funded.	

Module Name	Treasury and Risk Management
Narrative Description of Major Functions	
The Treasury and Risk Management solution enables cash, liquidity, and risk management as well as integrated financial reporting. Treasury managers can improve the management of every activity associated with cash, payments, liquidity, risk, and compliance. With the end-to-end integration of finance processes, all transactions are automatically posted to the SAP General Ledger. This eliminates the need for manual data entry and safeguards data integrity. It is designed to reduce financing costs and to minimize manual processing while proactively pinpointing financial risks and shortfalls. It is for Treasurers and Finance professionals who want to achieve straight-through processing for a broad range of financial transactions and who are looking to further enhance transparency and to boost insight and control. Unlike others, SAP Treasury and Risk Management automatically posts all transactions to the SAP General Ledger, provides real-time drill-down analysis into the underlying data and enables company-wide collaboration on financial operations. Only SAP Treasury and Risk Management takes advantage of the latest innovations such as the SAP HANA platform, embedded analytics and preconfigured services that facilitate implementation.	
Integration Points	
Integration with the General ledger	

Fixed Assets and Project Management

- The solution allows the State to track the planning, development and maintenance of all of their assets within a single solution. As costs arise in any of these phases, this information is always associated to the asset for accurate asset valuation, capitalization and transparency. All infrastructures can be tracked, recorded, and depreciated. Infrastructure represents improvements made which increase the value of land. These improvements have long useful lives and are not easily moved or replaced. Examples include streets, walkways, bridges, piping, and cabling.
- The solution can track any type of asset and incorporate a different set of business rules based upon this selection. This ensures that the most relevant information is always tied to the asset and also State's unique processes for managing assets under construction, low value assets, real estate, leased assets and other assets are recorded and managed properly.
- Lastly, the solution also allows the State to better identify, select, prioritize, and manage State's projects, including capital projects, enterprise IT projects, service projects, and developmental projects. In addition, the solution provides a powerful and easy-to-use project management application. As a result, the State is easily able to monitor the details of both large and small projects, which will help ensure that State's projects are executed efficiently, on time, and within budget.

Module Name	Asset Management
Narrative Description of Major Functions	
SAP S/4HANA Finance includes Asset Management which provides full life cycle management of an asset from inception, whether procured, constructed, and/or donated through to retirement. The maintenance and management of the asset is managed until the ultimate retirement, scrapping, and/or sale of the asset takes place. Asset management supports organization/sponsor specific charts of depreciation with 99 books of depreciation. Depreciation simulation and interest calculations are available. Standard asset classes are assets under construction, low value assets, leased assets, financial assets, technical assets, and real estate. SAP asset management is GASB 34/35 compliant. SAP asset accounting supports GASB 34/35 as	



assets are recorded on both the modified accrual and full accrual bases to allow for automated recording of retired or sold asset gains/losses based on each accounting method.

Integration Points

Asset accounting is fully integrated with the other modules that are affected by assets such as the general ledger, budgetary control, grants, cost accounting, projects, etc.

Module Name	Cost and Project Management
Narrative Description of Major Functions	
<p>Cost Accounting provides State with information for management decision-making. It facilitates coordination, monitoring and optimization of all processes in an organization. Cost accounting in an organization can be used to simulate, record, track, control, and report on activities impacting the cost recovery of goods/services. It is an ideal means of monitoring overhead costs and assigning them to the organizational units that incurred the costs. SAP's Project System provides functionality for project accounting and management to handle complex State Department projects. Each project is organized by phase (WBS Element) and by task or activity. Project phases can span fiscal years.</p> <p>Project System (PS) is the key module within SAP to perform project management. It helps you to manage the project life cycle starting from structuring to planning, execution, until the project completion. Project system is closely integrated with other SAP modules like logistics, material management, Sales and Distribution, Plant Maintenance, and Production planning module. Project Systems enables organizations to manage all projects- large and small-scale efficiently. The Project Manager has a task to ensure that these projects are executed within budget and time and to ensure that resources are allocated to the project as per the requirement. Project Systems gives you a structure to track and monitor project related activities with tight integration between SAP Project System PS with other business applications such as finance to insure you have capitalized costs or procurement to track materials needed. Project Systems provides the constant data access needed by all the departments involved in a project.</p>	
Integration Points	
<p>Cost allocations update the GL real time. For example, when costs are moved across departments across funding sources, both the departments costs, interagency transactions, and budget updates occur real time based on business practices. Cost and Project accounting integrate with all other relevant business processes (rec to check, etc.)</p>	

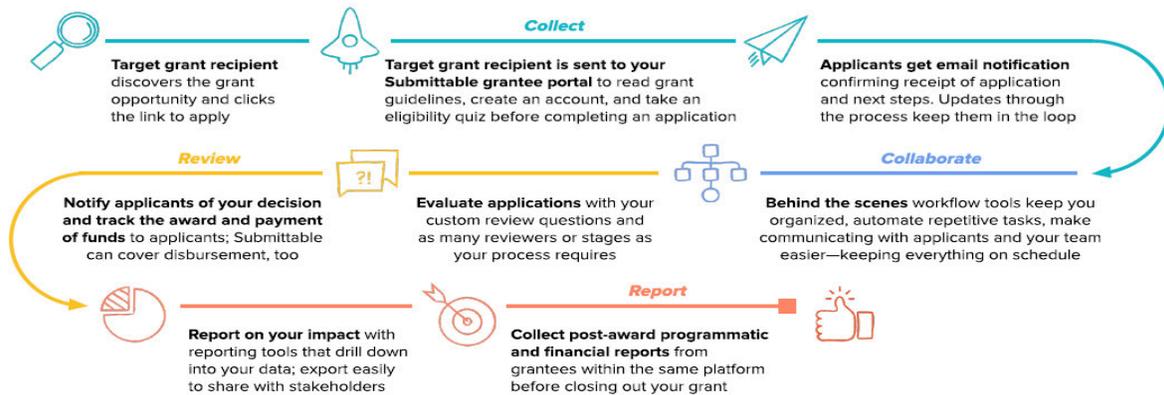
Module Name	Grant Management
Narrative Description of Major Functions	
<p>SAP Grants Management provides a solution for sponsored programs through its functionality and its architecture. Architecturally, SAP GM maintains a separate view of State's organization's sponsored program activities and projects by sponsor. This separate view is created by relating State's organization's structures (such as projects, general ledger accounts, cost elements, commitment items, fiscal year, and currency) to the sponsor's projects, cost and revenue categories, budget validity period, fiscal year, and currency. By creating a separate view, you can review State's financial activities and transactions for sponsored programs according to a sponsor's requirements without affecting the integrity of State's financial transactions and activities. For example, State's organization and State's sponsor each maintains their own fiscal years, and the two often differ. This creates administrative and reporting challenges, and organizations often create custom reports to accommodate the fiscal year differences.</p>	
Integration Points	
<p>Grants Management updates real time from transactions that are funded by a grant/sponsor. Thus, grants management check the validity of the transaction as well as budget control at time of transaction.</p>	

Submittable Grants Management Software

Submittable Software has been shown to reduce 12 hours of work per week per organization. **Submittable Software allows the State of Hawaii Grantor abilities.** With the Review Workflow feature, users can build multiple rounds of customized reviews, with each stage of review tailored to fit user needs at that moment in the process. Users can build Reference Forms directly into applications to easily gather an outside reference for candidates. Eligibility Forms give users the opportunity to screen applicants for eligibility criteria before they reach the primary form, saving time and hassle. Submittable doesn't require a separate Development, Test, or Production environment. The software is turnkey and configured in the actual account. It can, and is, kept private through the configuration and testing phase until ready for public release.



A seamless, end-to-end granting experience



Procurement

For the State, the procurement capabilities will automate, simplify, and accelerate the procure-to-pay processes for goods and services. This allows the State to reduce procurement costs, build collaborative supplier relationships, better manage supply bases, and increase savings by leveraging the best discount terms across pre-negotiated contracts. Our customers (that go beyond Public Sector) want to ensure the best value at the best price for their future purchases.

Procure to Pay

The EFS project will implement end to end web-based procurement processes with native integration to the Financial system. This includes requisitioning, approvals, purchase order creation and management, contract creation and management and goods receipts for goods and services.

- The requisitioning process is an online experience for the user that is very similar to any online buying experience. The user can review what they are looking to buy through State's categories and descriptions. The catalog incorporates the pre-negotiated rates that have been setup with State's vendors and suppliers. Also, the chart of accounts information can be setup by default based upon the intent of the purchase in order to avoid any financial discrepancies.
- A purchase order is created and can be tracked against the contract. This ensures the procurement office can review the total purchasing with the vendor and will also specify the volume and amount of purchases associated with each contract.
- The employee will be notified of the status of the purchase order and also understand when to expect the delivery of the items.
- Once the item is received and the goods receipt is performed, where required, the invoice is created and the payment is made to the vendor.
- Many Public Sector organizations enforce the validation for a three way match - Order/Receipt/Invoice details must match prior to payment. Also, the solution can enable a four-way match as well - Order/Receipt/Inspection/Invoice details all must match prior to payment.

Vendor Management with SAP Ariba Supplier Lifecycle and Performance Management Suite

With the phased implementation approach and SAP Ariba SLP, the State is well-positioned to quickly gain the benefits of streamlining the vendor management processes during the Core Phase of the implementation. Vendor registration will be online and vendors manage their own information. Additionally, using SLP provides a scalable solution for integrating to the eProcurement software during the Expansion phase. The eProcurement software selection is in process but using SAP SLP as the foundation for vendor management enables the State to continue the vendor management processes or to seamlessly integrate to the new eProcurement system if SAP Ariba is selected as the SaaS solution for Procurement and Strategic Sourcing across the State.

Simple, Streamlined Supplier Management In One Place

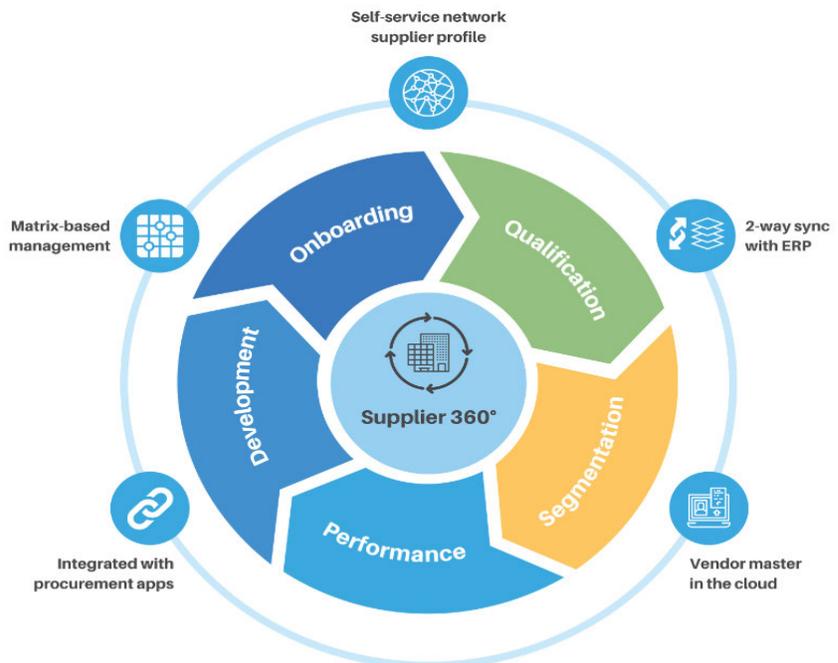
SAP Ariba Supplier Lifecycle and Performance provides comprehensive tools to help the State onboard, qualify, segment, and manage suppliers more effectively. Integrated into the State’s procurement processes and financial system, it lets the State drive spend to preferred suppliers and scale compliance for the State’s entire supply base using an array of key capabilities:

- Unified vendor data model in the cloud provides a single accurate supplier record
- Supplier self-service in the cloud via Ariba Network makes it easy for suppliers to self-maintain their own information
- Flexible matrix for supplier qualification and segmentation lets the State manage suppliers based on specific parameters
- Full integration with other SAP Ariba procurement applications supports speed and consistency throughout the entire procurement business

FEATURES:

Vendor data model in the cloud

- Bidirectional synchronization between SAP Ariba and SAP systems Extensible supplier data model Near real-time updates for supplier creation, changes, and inactivation between systems



SAP Ariba Supplier Lifecycle and Performance enables you to drive spend to preferred suppliers and scale compliance.

Flexible matrix for qualification and segmentation

- Flexible matrix architecture for supplier management based on category, location, and business unit
- Preferred supplier management
- Hierarchical questionnaires and logic to aggregate from different levels

Supplier 360-degree comprehensive view

- Combines supplier information, qualification, segmentation, and performance data
- Centralized and comprehensive view of suppliers across SAP Ariba applications

Module Name	SAP Inventory Management
Narrative Description of Major Functions	
SAP Inventory Management helps to manage the physical inventory of an enterprise. The module manages quantities and values of materials and helps to optimize inventory across locations. You can post goods movements, i.e. goods receipt or goods issue, and reserve materials. The application provides functionality to perform counting of inventory, post inventory adjustments and gain insights to available inventory through embedded analytics.	
Integration Points	
The SAP Inventory Management module is a fully integrated out-of-the-box core component of an SAP system. The application is embedded in logistics processes helping to record physical inventory when materials are replenished and received using SAP procurement. Inventory Management integrates with SAP Financials to reflect the value and quantity of existing physical inventory.	

Module Name	SAP Concur Travel and Expense
Narrative Description of Major Functions	
With Concur Travel and Expense, your business travel and expenses are integrated providing you with a better user experience, more accurate data, and richer reporting to help you make better decisions. Increase policy control while saving time and money. The Concur Travel solution works with any travel management company, corporate credit card provider, or GDS. Our travel booking tool provides in-policy global travel content that is easily accessible and always available from anywhere in the world. Travelers have a broad selection of travel choices based on corporate policy and individual traveler preferences.	
Travelers can quickly book local and international flights and make reservations for rental cars, hotels, and rail. Once the trip is booked, travelers can manage trip details like flight delays, cancellations, date changes, and baggage claim locations with the magic of Triplt Pro. Concur automatically synchronizes with Triplt to create one easy to access itinerary. Flight, hotel, rail, and rental car information, even dining reservations are all in a single place. It's like giving your employees their own personal travel assistant.	
The Concur Expense solution automatically imports credit card charges and matches them to receipts and itinerary data. Here, receipts are generated from suppliers and fed directly into the expense report. E-receipts contain the entire record of the transaction from the supplier, so the information is accurate and precise. The SAP Concur mobile app even helps travelers manage their trips and expenses from a smartphone or tablet. Instead of manually entering expenses, travelers can simply take a picture of their receipts and add them to their expense report.	
Concur Business Intelligence provides reporting and analytics, giving you the information, you need to negotiate with vendors, create budgets, and better manage travel compliance.	
Integration Points	
SAP Concur Travel and Expense has an open platform which enables partners to develop apps and services that easily integrate with and expand SAP Concur solutions to help your business.	

Reporting

The SAP solution provides an easy and efficient method for comprehensive reporting for the State. One of the key requirements we find for Public Sector organizations is that the reporting needs have dramatically risen over the past few years. As transparency efforts increase and greater support is needed to approve the budget, clients need their information in the fastest possible timeframe, and it



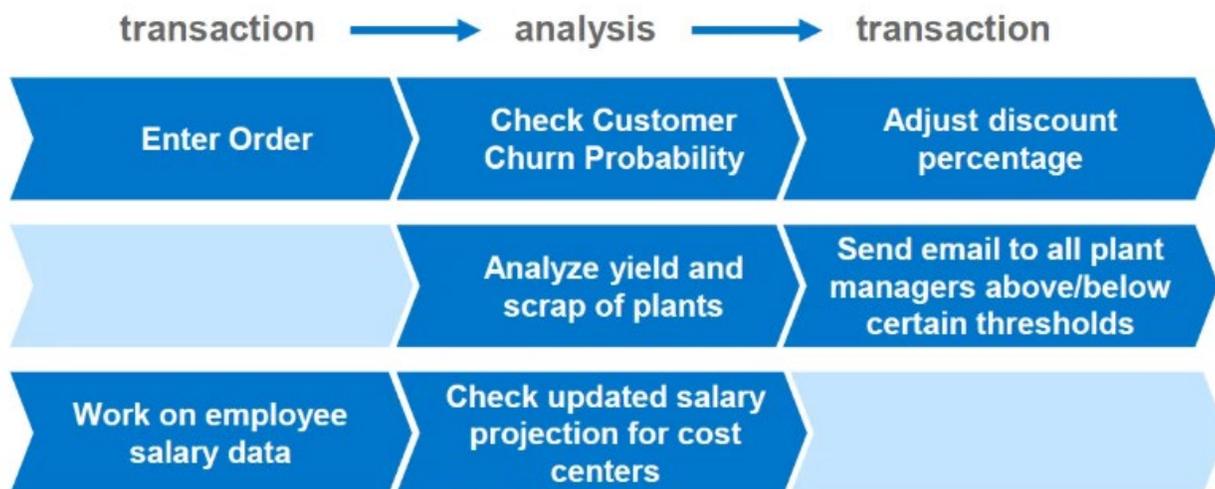
has to be presented in a variety of ways. Many clients want their information presented in a dashboard in order to view their key needs in a single location. We also find there is an increasing movement to deliver self-service reporting capabilities to each different agency within their organization. Also, many organizations want their information sent to their mobile device in real time in order to avoid delays of having to log into their PC when they are remote. Our strength and value to our clients is that these needs are all addressed within our reporting solution. This allows the County to quickly get their information presented in a way that is most meaningful to the State’s employees and users.

Embedded Analytics

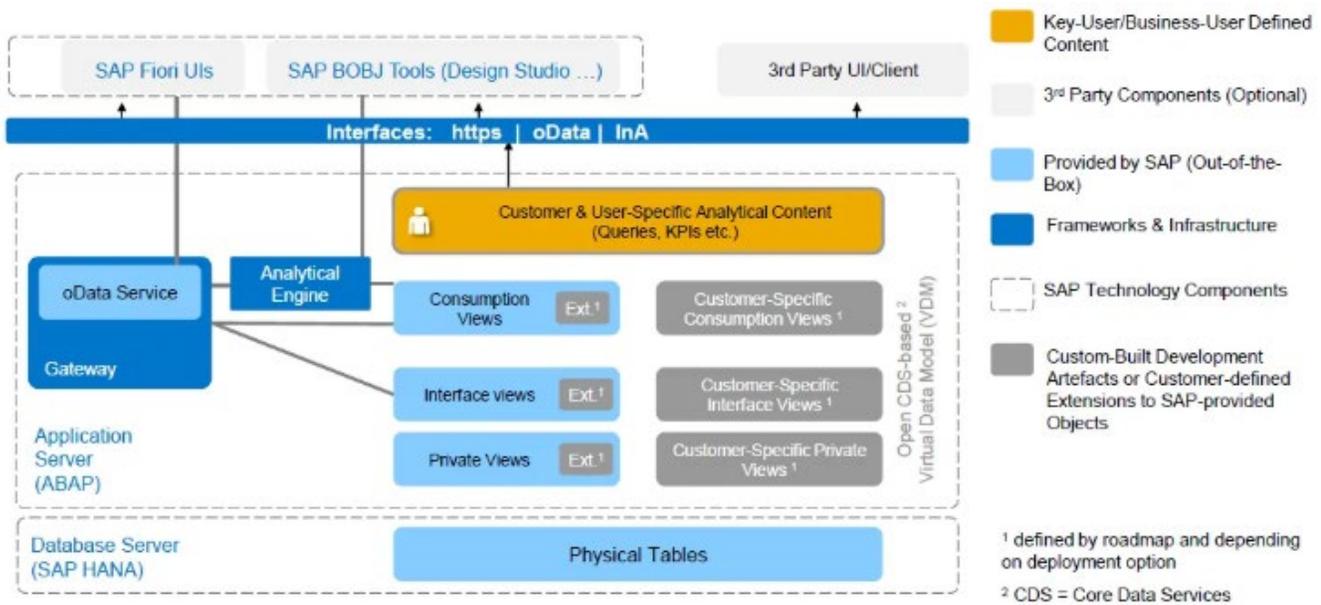
In order to maximize the power of in-memory computing, we recommend S/4HANA embedded analytics, which really implies direct and real-time analysis of data inside S/4HANA. As S/4HANA is running on HANA as a High Performance Database, Analytics is one of the most typical and tangible values of S/4HANA. In support of the principles of SAP HANA technology, ensuring the maximum return on investments, this ensures:

- ONE copy of the data with LESS persistence and MORE innovation:
 - Single copy of data in an in-memory and columnar structure.
 - Real-time 1:1 replication from other non-SAP databases into the in-memory columnar structure without having to batch the data, storing ONE copy in RAW format.
- Using localized, embedded operational analytics for SAP data sets.

S/4HANA Embedded Analytics: with the implementation of embedded analytics we will provide analytics that are truly embedded into the daily work and processes:



As you can see in the picture below in the architecture everything starts with the physical tables in the database. Above these tables are the Virtual Data Models (VDM’s) built in the Application layer. SAP deploys standard VDM’s, and these can be enriched by your specific views. In S/4HANA, this is supported via Core Data Services (CDS) for real-time operational analytics, represented as VDM’s which is based on transactional and master data tables.



SAP Analytics Cloud

SAP Analytics Cloud (SAC) is a software as a service (SaaS) business intelligence (BI) platform designed by SAP. Analytics Cloud is made specifically with the intent of providing all analytics capabilities to all users in one product. The SAP Analytics Cloud Solution for business intelligence, standard user includes core business intelligence capabilities such as data access, data exploration, visualization, and storyboard authoring as well as predictive features.

The SAP Solution provides an easy and efficient method for comprehensive reporting for the State. One of the key requirements we find for Public Sector organizations is that the reporting needs have dramatically risen over the past few years. As transparency efforts increase and greater support is needed to approve the budget, customers need their information in the fastest possible timeframe, and it has to be presented in a variety of ways. Many customers want their information presented in a dashboard in order to view their key needs in a single location. We also find there is an increasing movement to deliver self-service reporting capabilities to each different agency within their organization. Also, many organizations want their information sent to their mobile device in real time in order to avoid delays of having to log into their PC when they are remote. Our strength and value to our customers is that these needs are all addressed within our reporting Solution. This allows the State to quickly get their information presented in a way that is most meaningful to the State’s employees and users.

Dashboards and Visualization

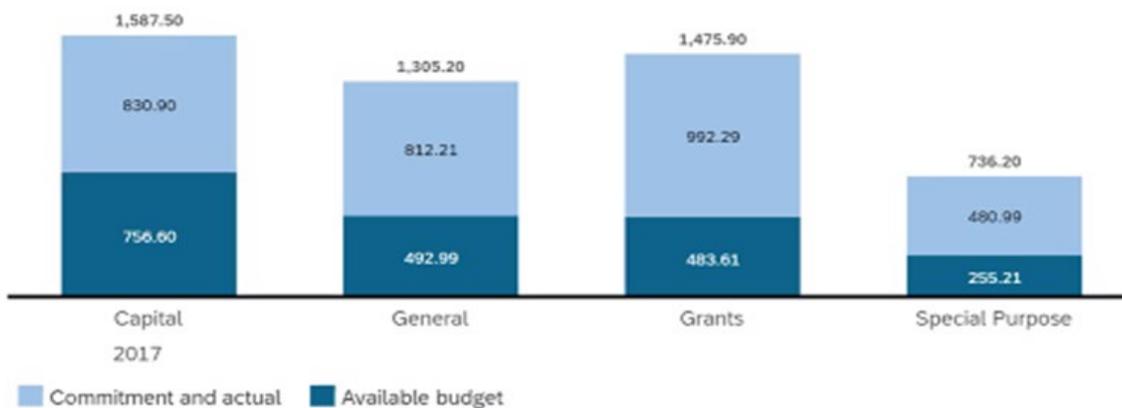
- Our dash boarding capabilities provide a point-and-click data visualization to create interactive analytics and dashboards with secure, live connections to the State’s information. You can share these meaningful visualizations live via Microsoft Office, Adobe PDF, the Web, or sent through the State’s email. The dashboards have a variety of components such as drop-down menus, map linkages, and “what if” analysis tools because we understand that the State’s key decision makers need their information in the most meaningful and clear manner.



SAP Analytics Cloud (SAC) is a best-in-class self-service SaaS Solution that combines all the analytics functionalities Planning, Predictive, Business Intelligence in one intuitive user interface, saving time and effort while making better decisions. SAP Analytics Cloud enables analysts and University community to create dynamic visual stories based on your key business areas and make better decisions by interacting with visualizations, drilling down for more detailed information, and answering business questions on the fly. SAP Analytics Cloud seamlessly integrates with the State data and connects to data from multiple different sources (SAP and non-SAP data sources) and provides unified user experience into your business application to the users. SAP Analytics Cloud is convenient, secure, and scales to meet the needs of any size.

SAP Analytics Cloud is a single simple cloud Solution connecting your people, information, and ideas to enable fast and confident decision making. Here’s a good example of an SAC Public Sector presentation: tracking Unexpended Budgets by Fund, also allowing drill-down capabilities to the lowest level of data granularity:

Absolute Breakdown of Current Budget by Fund
in Thousand USD



SAP Analysis for Office

SAP Analysis Office provides easy access for data analysts and other BI users to SAP Netweaver Business Warehouse (BW) and HANA via the familiar and flexible Microsoft Excel and Microsoft PowerPoint interfaces. BW and HANA data access means Analysis for Office lets one:

- Analyze large data sets to uncover deep business insights
- Discover, compare, and forecast business drivers in Excel
- Share discoveries by embedding data analytics into PowerPoint presentations
- Boost analyst efficiency with content reuse and real-time query responses
- Speed data analysis with in-memory computing technology

SAP Analysis Office is designed to let users run ad-hoc analysis of OLAP sources in Excel, to connect seamlessly with SAP Business Warehouse, SAP Public Sector Budgeting and Planning (SBP) and SAP HANA. and power real-time analytics, and to embed your findings into live PowerPoint presentations for sharing. SAP Analysis for Office has an Excel add in for SBP.

SAP Crystal Reports

Crystal Reports is the de-facto standard in pixel-perfect data reporting since 1991. With SAP Crystal Reports 2020, users can make sense of data by creating richly formatted, pixel-perfect and multi-page reports from virtually any data source delivered in a dozen formats.

Data connection

- Use straightforward and secured data connection procedures
- Connect to all data sources with ODBC, JDBC, OLE DB, native and SAP connections
- Join data from multiple sources in a single report

Information analysis

- Leverage trusted data from accessed sources
- Navigate data down to the most granular level
- Access data tables and dimensions directly
- Identify changes and patterns in your data
- Filter, sort and rank your data for better overview
- Integrate formulas to achieve more with your data

Report creation

- Generate pixel-perfect, multi-lingual documents
- Create dashboards with maps, logos, images, charts and tables
- Use a consistent corporate template for your reports
- Set-up reports in rpt, pdf, spreadsheet, or html formats
- Build the specific reports you need for your business: invoices, letters, statements, sales reports, operations reports, human resources reports, finance reports, promotion campaigns and loyalty card statements.
-

SAP Cloud Platform Integration

SAP Cloud Platform Integration (SAP CPI) Suite combines the integration capabilities Process Integration, API Management, Integration Advisor, and Open Connectors into a cohesive and simplified toolkit for enterprise integrations. LSI plans to use SAP CPI integration suite to configure integrations between SAP S/4HANA and other SAP modules but also with other ERP systems and applications that are housed in State of Hawaii landscape.

SAP Cloud Integration service helps users to connect cloud and on-premise applications with other SAP and non-SAP cloud and on-premise applications. This service has the capabilities to process messages in real-time scenarios spanning different companies, organizations, or departments within one organization.

Features of SAP Cloud Platform Integration include but are not limited to - integrate processes and data in application-to-application (A2A) and business-to-business (B2B) scenarios, customize SAP integration scenarios, developer custom adapters, access public API's, use our core integration and security capabilities for the safe and reliable processing of messages.

State of Hawaii implementation will benefit from prepackaged integration content to jump-start integration projects and to set up productive scenarios with only minimum effort. You can extend predefined integration flows according to your requirements.

Appendix A – 1: Core Phase Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix A_1 Core Phase Requirements.xlsx*.

Appendix A – 2: Expansion Phase Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix A_2 Expansion Phase Requirements.xlsx*.

Appendix B: Operational Phase Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix B_Optional Phase Requirements.xlsx*.

Evaluation Criteria 4: Business Solution – Technical Requirements

Statement of Work Understanding

LSI understands the State's goals to find an EFS solution to improve the efficiency, consistency, and accuracy of financial transactions and reporting. The current legacy system is cumbersome, often depends on paper and even accepts erroneous input. The State requires an EFS that minimizes risk and improves the transparency of governmental accounting. LSI is fully committed to provide the State an EFS along with the training required to support the State staff ability to configure and operate the system that will meet and exceed the requirements as will be shown within our response. LSI has reviewed the RFP, including the "Survey Feedback on Systems," and the Offeror's Library. We are confident that the citizens, employees, and businesses alike will all realize improved State services from more timely and accurate financial processes that our SAP Solution will provide. LSI has clear understanding of state laws and regulations and has become very familiar with these in our work with the State of Hawaii Department of Transportation Highways Division (DOH) in which we will be implementing a similar SAP solution, following the same PMC model. LSI is prepared and looks forward to providing the State a demonstration of our proposed solution.

LSI Implementation Approach (Confidential)

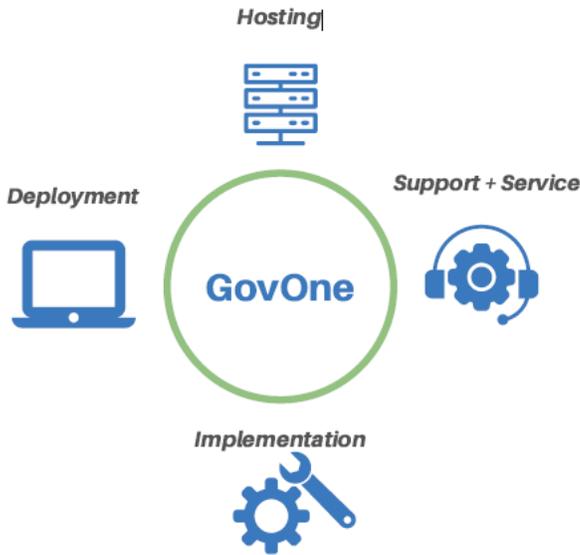
LSI's implementation approach is based on our proven methodology, our experience with implementing our EFS solution at various Public Sector clients and comparable government agencies, and our understanding of your specific business/technical environment. These elements, combined with the expertise of our people and our joint commitment to success, gives us confidence that we can successfully deliver to the State an EFS that meets and exceeds the State's needs.

Business Transformation and Digital Acceleration

A critical component to our approach is to align business and IT leadership and solution providers to:

- Know what to do to achieve defined business goals,
- Gain confidence on how to design solution to meet, and
- Establish a clear plan to successfully initiate and execute.

As an output we also provide hands-on best practices and lessons learned to help validate final design and jump start project success by getting organization-wide buy-in, identifying critical path items and mitigating risks up front. This helps accelerate the State's Journey to Digital and Business Transformation by building on core transformational components, that are supported by our implementation methodology as depicted in the graphic below.

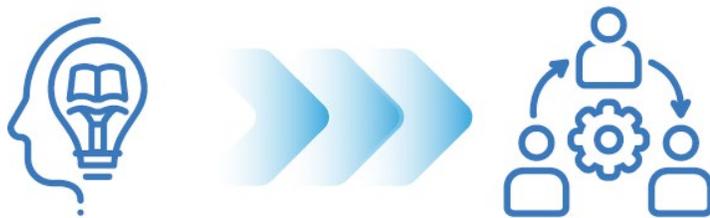


GovOne is our flexible, pre-templated accelerator that provides preconfigured system options and controls, and basic accounting, budgeting and procurement structures. We will use this model based upon the Activate Cloud Methodology for the State implementation.

The LSI approach to organizing a project of this magnitude is built on our previous experience with similar implementations. Thus, we will leverage previous lessons learned and implement a structure that breeds collaboration throughout our collective organizations. It is important to take an integrated approach to delivering a phased project, utilizing the best available resources from both LSI and the State in addition to utilizing SAP resources such as Customer Delivery Success leaders in their organization.

GovOne enables LSI to leverage early-phase knowledge and consensus to fine-tune your solution – within an exceptionally compressed timeframe. At the same time, we’re already training your key people to ensure smoother downstream operation after the go-live.

A substantial amount of all software configurations for State and Local Government are alike. Put simply, these organizations utilize similar internal controls and business processes. The GovOne solution integrates those best practices into a deliverable package. Rather than spending valuable consulting time turning on common functionality, efforts are focused on addressing the unique needs of your organization.



Knowledge Transfer Day One

The time to begin knowledge transfer is on Day One – when it’s still early enough to shape your implementation and while your people still have a fresh perspective on the challenges and opportunities ahead. The overall execution and governance of this project engagement will be driven by a project plan. The project plan will be prepared by LSI, and mutually agreed by State management before the start of the engagement.

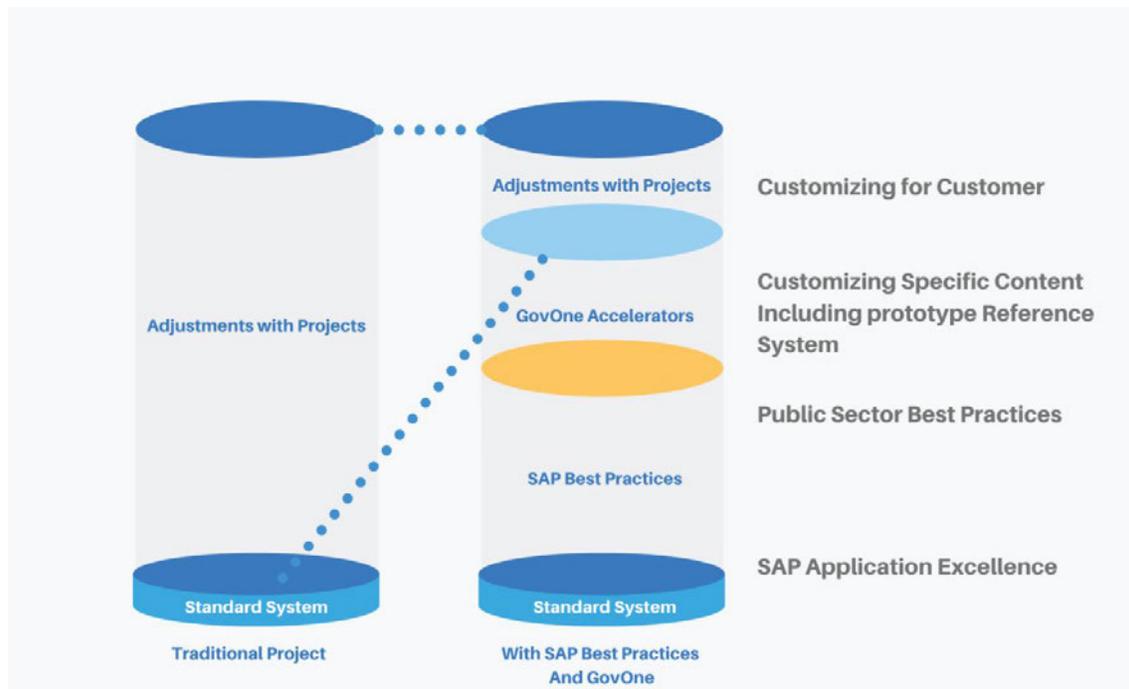
Implementation Approach - “Proven Process”

Our implementation approach takes advantage of years of experience with Public Sector implementations. Over the years we came across many Public Sector organizations of different size

and complexity. What we found out was that almost all organizations implemented the same processes in a similar way in SAP, with only minor differences due to legal or organizational differences.

Based on the similarities in processes, LSI has developed “Proven Process” templates, which include design documents, sample conversions, and sample interfaces and training documents based on our experience at other Public Sector clients. Internally we developed a fully functional Prototype system with all major business processes of a Public Sector organization. This prototype and templates allow us to implement SAP in a rapid deployment approach where the focus is on the validation of the proven process and identification of the variances.

From day one, the State will have access to our prototype system, which allows hands-on experience with the solution. All activities and tasks of a process are incorporated in the prototype and the focus during the first phase of the implementation will be in understanding the variations of a process instead of designing a process.



In addition, LSI has built project implementation accelerators to shorten the implementation time. These accelerators include:

- Sample conversion programs,
- Sample interfaces (SAP inbound / outbound), and
- Training materials.

All these pre-existing materials will allow us to improve the quality of the implementation, reduce the overall risk, and shorten the implementation time while focusing on value adding tasks instead of repetitive tasks.

Advantages to this Approach

There are many reasons why our approach has advantages with regards to

- **Commonality of Functions:**
 - Purchasing has many common components associated with Inventory (e.g. use of material master in purchasing documents and for inventory) that can be consolidated to not only simplify the implementation, but also reduce training requirements, and improve the overall processes (e.g. use of a material master in purchasing streamlines the data entry process). Inventory movements and material valuations are also necessary for effective controlling and financial reporting.
- **Start of Fiscal-Year Conversions:**
 - For Finance a Go-live date at the beginning of a Fiscal Year is preferred, since the complexity of the conversion task is reduced. Typically, only balance sheet items need to be converted compared to balance sheet items and detailed P&L line items, if a go-live is different from the beginning of the FY.
 - For Public Sector organizations, the number of purchasing related documents, such as purchase requisitions, purchase orders and contracts can be significant. Usually at the beginning of a fiscal year the number of these documents are the smallest during the entire fiscal year, since open purchase requisitions expire and only a limited number of purchase orders are rolled forward into the next fiscal year.
- **Economy of Scope**
 - **Faster Benefits Realization:** The benefits from the implementation in terms of better service to the State users and reduced support and maintenance for legacy applications will be realized after Phase 1.
- **Simplified Implementation:**
 - With our approach we eliminate a significant number of temporary interfaces between SAP and legacy systems.

Activate Cloud Methodology (Confidential)

Most SAP cloud implementations use the SAP Activate Cloud methodology. The SAP Activate Cloud methodology follows Agile principles and is well suited to cloud software implementation. We have therefore decided to adopt Activate Cloud methodology for this project. The activate methodology prescribes the implementation activities that must be performed and the deliverables to be provided. The SAP Activate Cloud methodology is structured into four implementation phases with a Quality Gate in each phase.

SAP Activate Cloud is a detailed and predictable methodology that is lean and fast, while at the same time incorporating the iterative and agile approach where it makes sense, e.g. with configuration and testing. This allows LSI to lead with best practices yet involve State in the configuration and testing cycles to ensure that the solution fits your business needs.

The SAP Activate Cloud methodology has four phases for the implementation project lifecycle: Prepare, Explore, Realize, and Deploy.

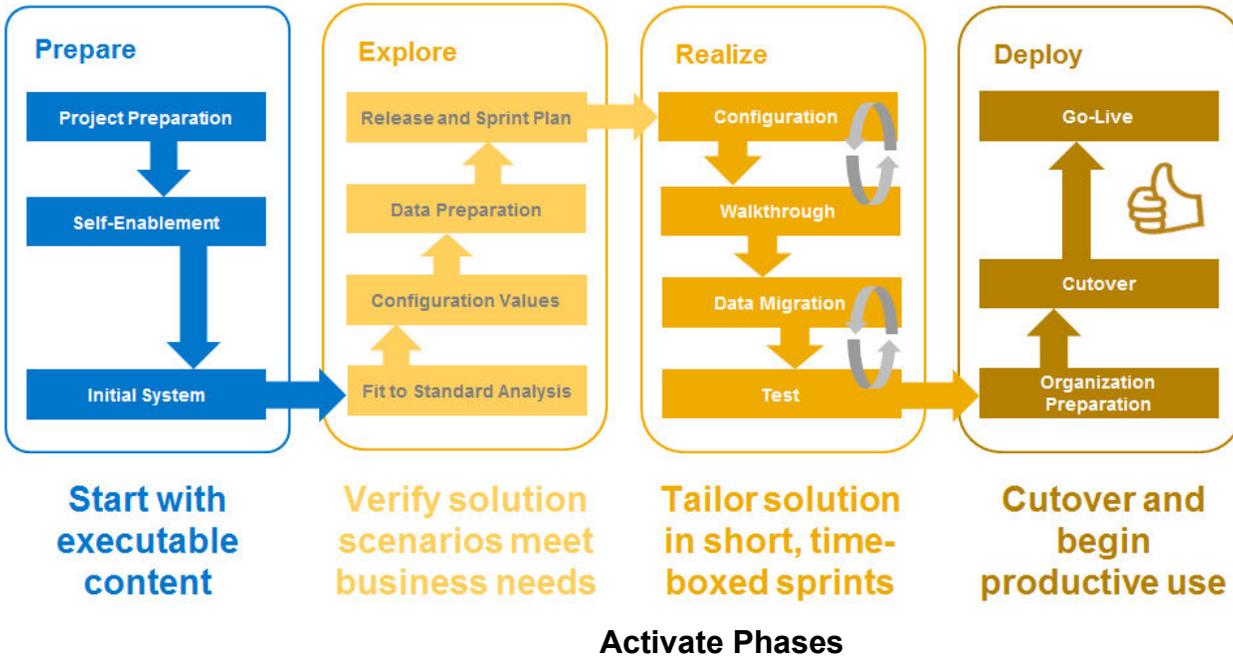
The figure below provides a view of our proposed implementation approach, which is based on our collective implementation experience from previous projects and combined with the unique requirements of a Public Sector environment.



Phases and Streams in the Activate Methodology

The main components of the methodology are streams. Streams are collections of tasks required to achieve one or many deliverables. Streams can span many phases.

LSI will utilize the SAP Activate Cloud methodology and the SAP accelerators to implement the solution. The SAP Activate Cloud methodology is structured into four implementation phases PREPARE, EXPLORE, REALIZE and DEPLOY with one Quality Gate in each phase.



There are four Quality Gates, also called Q-Gates, executed during the implementation. Quality



Gates are performed to confirm that all stakeholders of the implementation project agree that specific deliverables meet the requirements and consequently that the project can continue.

Each phase is described in greater detail below:

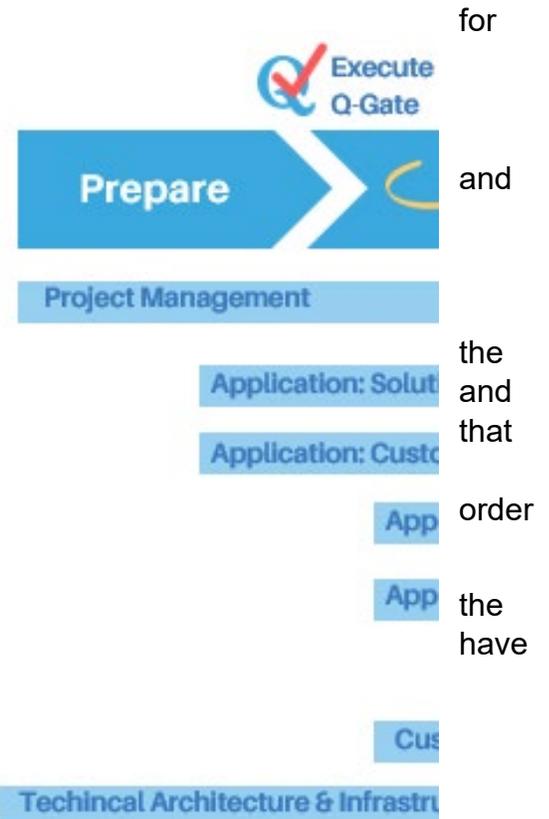
In our phase description, the high-level project components are listed as “key activities” and the results of the activities as “work products”. Thus, we use these activities and deliverables as the basis for outlining the responsibilities of the LSI and State team below. The activities and work products help ensure accomplishment of the objectives defined by the initial planning and requirements gathering activities. The responsibility for each of these work products is shown in the matrices charts below the description of each project phase.

In the responsibilities chart A = Accountable and C = Contributing. The term “Accountable” indicates the party is accountable for the deliverable, while “Contributing” indicates the party that has the

responsibility to assist the “Accountable” party, with significant involvement in the completion of an activity or work product. Please note that the lack of performance by or absence of, a “Contributing” role can potentially result in the failure of an “Accountable” role. Therefore, each role shares a mutual responsibility relative to each task and deliverable at hand. Involvement in each task may represent commitment of resource time and/or provision of knowledge and information.

Phase 1: Prepare

1. The purpose of this phase is to establish a framework team success. During the Prepare phase the project manager works with State to finalize the project schedule, identify project resources, procure tenant(s), create the project document repository, initiate the project status calls/reports. The project is formally kicked off with the entire team via a workshop that may be held remotely or onsite.
2. In the Solution Design stream, the best practices for to-be business processes are reviewed with State configuration values are acquired. The end result is the project scope is confirmed. If the project scope varies from the Statement of Work, then a change is executed.
3. The team prepares for integration by confirming that integration, security, and infrastructure prerequisites been met. Where relevant, the data replication requirements are reviewed and any necessary mapping is completed.
4. Specific to cloud applications, in this phase LSI project team will start-up the initial system ready for “Fit to Standard Analysis”. They will do some initial solution enablement with the State and provisioning settings. LSI team will provide training content and interactive learning prior to the project kick-off to State team. This strategy accelerates learning and provides team members with a self-phased path for acquiring the skills and knowledge needed to complete the project successfully. SAP delivered accelerators for each task will be used.
5. The Project Verification Q-Gate confirms that all stakeholders agree to the implementation scope before proceeding with the project.



Sample Prepare Phase Deliverables:

1. **State Team Self-enablement**
 - o Ensure Key User Access to the SAP Service Marketplace
 - o Provide the State with Links to Learning Materials



- Review Self-Enablement Materials
- 2. Project Initiation and Governance
 - Create Project Charter and Scope Statement
 - Establish Project Governance
 - Define Project Communications and Reporting
- 3. Project Plans, Schedule and Budget
- 4. Project Standards and Infrastructure
 - Define Project Standards
 - Setup Project Team Logistics and Infrastructure
- 5. Project Kick-Off and On-Boarding
- 6. Phase Closure
 - Conduct Project Quality Gate
 - Obtain State sign-off for Phase Completion

Table: Sample Prepare Phase Work Products and Activities

***Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.*

Work Products	Description	LSI	State
State Team Self-enablement	Identify Key user	C	A
	Assist with setting up key user access to SAP Service Marketplace	A	C
	Provide key-user with links to learning materials	A	C
	Ensure State team members review learning materials	C	A
Project Charter	Provide input for development of project charter	C	A
	Develop draft project charter	A	C
	Review and approve project charter	C	A
Project Standards	Provide input for development of project standards	C	A
	Develop draft project standards	A	C
	Review and approve project standards	C	A
Project Work Plan	Provide input for development of Project Work Plan	C	A
	Develop draft Project Work Plan	A	C
	Review and approve Project Work Plan	C	A
Project Plans	Provide input for development of the Communications, Quality, Stakeholder Engagement, and Change Management Plans	C	A
	Develop Communications, Quality, Stakeholder Engagement, and Change Management Plans	C	A
Project Governance	Provide input for project governance	C	A

Work Products	Description	LSI	State
	Develop draft project governance documents	A	C
	Review and approve project governance documents	C	A
Project Kickoffs Events	Provide input for planning of project kickoff events	C	A
	Develop draft plan and materials for project kickoff events	A	C
	Review and approve plan and materials for project kickoff events	C	A
	Provide venue for project kickoff events and ensure attendance by appropriate State personnel	C	A
Staffing and Logistics	Develop project team staffing requirements	A	C
	Assign State staff in accordance with requirements	C	A
	Assign LSI staff in accordance with requirements	A	C
	Develop project logistics document	A	C
Project Work Environment	Provide project work environment for project team including consultants <ul style="list-style-type: none"> ▪ Office space ▪ Furniture ▪ Conference rooms ▪ Etc. 	C	A
Technical Infrastructure Requirements	Setup infrastructure for the project: <ul style="list-style-type: none"> ▪ Network connectivity ▪ Telephones ▪ Network security including VPN software ▪ Project repository ▪ Projectors and screens ▪ Photocopying and printing equipment 	C	A
System Environment	Contract for instances/tenants for sandbox system environment	C	A
	Provision instances/tenants for sandbox system environment	A	C
Phase Closure	Conduct Project Quality Gate	A	C
	Provide Sign-off for phase completion	C	A

Phase 2: Explore

1. During the Explore phase the focus is on the realization of the agreed-upon scope within the SAP solution. The purpose of this phase is to perform a fit/gap analysis to validate the solution functionality included in the project scope and to confirm that the business requirements can be satisfied. Identified gaps and configuration values are added to the backlog for use in the next phase.
2. During this phase LSI will hold a series of on-site workshops with the State subject matter experts to:
 - Present the functionality of the SAP software being implemented.

- Walk through and explain the best practice business processes.
 - Provide examples of best practices used in Public Sector.
 - Encourage attendees to identify configuration changes and areas where there are gaps between the requirements and functionality in the software.
3. Following the workshops, LSI and the State will develop redesigned business processes based on Public Sector best practices.
 4. The project execution deliverable continues as the project manager continues with project status meetings, status reports, and risk management.
 5. Enablement begins with the initiation of the project, as project team members receive numerous details to prepare for the project and working with the solution. Some of the enablement is delivered via workshops.

Sample Deliverables:

1. Execution / Monitoring of Project
 - Direct and Manage Project Execution
 - Update Project Management Documents
 - Manage Project Issues, Risks and Changes
 - Communicate Project Status and Progress
2. Fit to Standard Analysis
 - Conduct Validation and Fit/Gap
3. Configuration Definition
 - Define Configuration Values
 - Request Quality System
4. User Access and Security
 - Map Authorization Roles to User Business Roles
5. Integration Prerequisites Confirmation
 - Apply Integration System Prerequisites
 - Confirm Integration Prerequisites
 - Set Up Network Connectivity and Security
 - Confirm integration fields and create adaptation specifications



- 6. Solution Extension Preparation
 - o Identify custom extensions
 - o Define extension specifications
- 7. Data Load Preparation
 - o Perform Data Cleansing Activities
 - o Provide Templates and Instructions for Data Loads
 - o Define Specifications for Data Extraction Programs
- 8. Phase Closure and Sign-Off Phase Sample Deliverables
 - o Conduct Project Quality Gate
 - o Obtain State sign-off for Phase Completion

Table: Sample Explore Phase Work Products and Activities

**Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.

Work Products	Description	LSI	State
Project Execution/Monitoring	Direct and Manage Project Execution	A	C
Fit to Standard Analysis	Demonstrate Solution and map requirements to be met in each demonstration	A	C
	Validate solution and identify changes needed	A	C
	Review changes identified to meet requirements	C	A
	Document agreed upon change backlog	A	C
Configuration Definition	Document configuration decisions	A	C
	Review and approve configuration values	C	A
User Access and Security	Review policy on user access	C	A
	Provide training on authorization concepts and roles	A	C
	Map authorizations to user business roles	A	C
Integration Preparation	Apply integration prerequisites in the quality assurance system	A	C
	Confirm integration prerequisites for legacy systems	C	A
	Setup security and network connectivity for legacy systems	C	A
	Provide data mappings, value lists and adaptation specifications for interfaces	C	A
Solution Extension Preparation	Identify extensions required	A	C
	Develop extension specifications	A	C
	Review and approve extension specifications	C	A
Data Load Preparation	Provide templates for data loads	A	C
	Cleanse data in legacy systems	C	A
	Extract and prepare data for loads	C	A



Work Products	Description	LSI	State
	Develop data load plan	A	C
Phase Closure	Conduct Project Quality Gate	A	C
	Provide Sign-off for phase completion	C	A

Phase 3: Realize

1. The purpose of this phase is to use a series of iterations to incrementally build and test an integrated business and system environment that is based on the business scenarios and process requirements identified in the previous phase. During this phase, data is loaded, adoption activities occur, and operations are planned.
2. Realize Activities:
 - Establish the solution landscape
 - Implement the solution in the development environment using incremental build in time-boxed iterations
 - Conduct overall end-to-end testing of the solution within the QA environment
 - Prepare for data migration and data archiving
 - Conduct performance testing
 - Conduct project team and key user training
 - Finalize end user training materials and documentation
 - Track and report on value delivery
3. During Realize phase, the project team uses a series of iterations (in the form of Agile sprints) to incrementally configure, test, confirm, and document the entire end-to-end solution and to create legacy data conversion programs. The project team actively works with business representatives to ensure good fit of the built solution to the requirements from the backlog. Project Team releases

results of multiple iterations to business users to accelerate to value and provide early access to finalized functionality. Each release is thoroughly tested in end-to-integration test and user acceptance test.

- The project team documents configuration decisions and solution in the SAP Solution Manager tool. They also document all development – including interfaces, integration points, data conversion programs, reports, any required enhancements – SAP Solution Manager. Once these activities are complete particular release and the has obtained business approval, they make the release available in the production environment.



Realize Phase Sprint 1

- LSI consultants will perform unit testing of standard transactions and updating the unit test log. LSI Project Manager shall prepare the Unit Test Summary Report; **State** Project Manager is responsible for review and feedback prior to presentation to executive leadership.
- State** is responsible for definition and development of test cases, test scenarios and test scripts representing the comprehensive success criteria for this test phase. LSI shall assist with test case and scenario definition and script preparation.
- LSI Training Lead is responsible for the overall training plan; **State** Training Lead is responsible for providing appropriate schedules for end user training delivery, train-the-trainer candidates, and attendee lists.
- LSI Project Manager shall have responsibility for the overall project schedule; the **State** Project Manager will be responsible for providing updates of specific **State** assigned tasks.

Realize Phase Sprint 2

- Organizational change management and training activities ramp up significantly during this phase of the project. At the conclusion of Sprint 1, the OCM team has a solid framework on which to base course outlines, organizational impact assessments, and communications.

- Any requests for change at this stage shall be strictly controlled and evaluated by the PMO for inclusion based on complexity, resource availability, and lead-time for testing.
- **State** is responsible for execution of tests (with LSI assistance) and logging of defects. LSI is responsible for management/coordination of test activities and correcting defects identified during testing (in components within LSI responsibility) that did not comply with approved the **State** design developed in the explore phase. The LSI Project Manager shall prepare the Summary Report; the **State** Project Manager is responsible for review and feedback prior to presentation to executive leadership.

Realize Phase Sprint 3

- Sprint 3 tests business processes from end-to-end including all technical developments to ensure that functionality in the system, together with custom developments, works as required. Configuration documentation and functional/technical specifications are updated to reflect any changes to the “as built” system.
- Results of complex calculations such as payroll results are tested by comparison to the legacy system results. This requires parallel testing. A separate client with restricted access is used for payroll parallel testing, to preserve confidentiality of employee data. All employee data is converted to this client and payroll executed for selected periods. Any errors found are traced back to the source. If payroll configuration is the source of the errors, it is corrected. Source data or legacy system errors will be corrected by **State** in the legacy system. This process will then be re-executed.
- A preliminary cutover plan is developed in this phase including the steps needed to build the production system, all automatic and manual steps, the data conversion steps, final checks and approvals for entering live data. Timing for the actual cutover and conversion process and downtime estimates is validated in Final Prep.
- The final activity in this phase is to review the results of Sprints testing, UAT, and organizational and training readiness assessments and confirm the decision to proceed with training and preparations for the transition to production support mode.

Sample Deliverables

1. Execution / Monitoring of Project
 - Direct and Manage Project Execution
 - Update Project Management Documents
 - Plan and Execute Agile Sprints
 - Manage Project Issues, Risk and Changes
 - Communicate Project Status and Progress

2. Solution Configuration

- Receive Quality System
- Complete Core Configuration
- Specific areas of Configuration
- Determine and Create Sample Data
- Configure Output Management
- Execute Business Process Unit Test

3. Forms Enhancement

- Mockup Standard Forms with Changes
- Adapt Forms to **State** Requirements

4. Solution Extension Development

- Complete Key User Adaptation
- Request Custom Content Development
- Prepare Conceptual Demonstration of Custom Content

5. Reports

6. Solution Walkthrough

7. Solution Test Preparation

- Prepare Test Cases
- Create Test Plan

8. Integration Setup in the Test System

- Create Integration Mappings and Transformation
- Perform Integration Set Up on the Cloud System
- Perform Integration Set up on the On-premise Test System
- Execute Initial Integrated Data Load

9. End User Training Strategy and Plan

- Conduct Learning Needs Analysis
- Developed Detailed End-User Training Plan

10. End User Training Material and Resources

- Develop Training Material
- Train the Trainers

11. Legacy Data Migration

- Execute and Validate Data Migration
- Support Data Load Issue Resolution
- Conduct Final Data Quality Assessment

12. Solution Test Execution

- Execute Test Case
- Resolve Test Incidents

13. System User Roles and Authorization Administration

14. Technical Operations and Handover Plan

- Establish Support Process

15. Cutover Plan

16. Phase Closure and Sign-Off Phase Sample Deliverables

- Conduct Project Quality Gate
- Obtain **State** sign-off for Phase Completion

Table: Sample Realize Phase Work Products and Activities

**Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.

Work Products	Description	LSI	State
Project Execution/ Monitoring	Direct and Manage Project Execution	A	C
Solution Configuration	Receive Quality System	A	C
	Complete Core Configuration	A	C



Work Products	Description	LSI	State
	Specific areas of Configuration	A	C
	Determine and Create Sample Data	A	C
	Configure Output Management	A	C
	Execute Business Process Unit Test	A	C
Forms Enhancement	Mockup Standard Forms with Changes	A	C
	Adapt Forms to State Requirements	A	C
Solution Extension Development	Request solution extension development	A	C
	Perform Conceptual Demonstration of Custom Content	A	C
	Perform Development of Custom Content	A	C
Reports	Educate State on standard reporting functionality	A	C
Solution Walkthrough	Provide input on scenarios and data for walkthrough	C	A
	Conduct solution walkthrough and document issues	A	C
	Review and approve solution and issue resolution	C	A
Solution Test Preparation	Prepare Test Cases and Test Scripts	C	A
	Prepare Test Plan	A	C
	Review and approve Test Plan	C	A
	Provide Test Execution Training	A	C
Integration Setup in the Test Tenants	Create Integration Mappings and Transformation	A	C
	Perform Integration Set Up on the Test Tenant	A	C
	Perform Integration Set up on Legacy System	C	A
	Execute Initial Integrated Data Load	A	C
End User Training Strategy and Plan	Conduct Learning Needs Analysis	A	C
	Developed Detailed End-User Training Plan	C	A
	Review and Approve End User Training Plan	C	A
End User Training Material and Resources	Develop Training Material	C	A
	Train the Trainers	C	A
Legacy Data Migration	Execute and Validate Data Load	A	C
	Validate data loaded	C	A
	Support Data Load Issue Resolution	A	C
	Conduct Final Data Quality Assessment	A	C
Solution Test Execution	Execute Test Case	C	A
	Resolve Test Incidents	A	C
System User Roles and Authorization Administration	Set up procedures for user roles and authorizations maintenance post go-live	C	A
Technical Operations and Handover Plan	Establish process for helpdesk and support	C	A
Cutover Plan	Provide input for cutover plan	C	A
	Develop cutover plan	A	C
	Review and approve cutover plan	C	A

Work Products	Description	LSI	State
Phase Closure	Conduct Project Quality Gate	A	C
	Provide Sign-off for phase completion	C	A

Phase 4: Deploy

1. During the Deploy phase the team prepares for final system deployment.

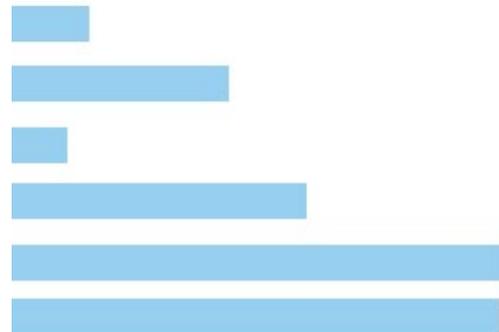
2. New deliverables occur in the Project Management stream, in addition to the day-to-day project execution. Towards the end of the project, the service delivery team transitions State over to SAP Support and closes out the project.



3. In the Solution Adoption stream, State prepares the transition plan that will be used to roll out the new solution within the organization and with other impacted parties. This includes activities to train users, initiate productive use of the new solution, and push adoption within the organization. Then the planned activities are executed.



4. The Cutover Execution stream executes the cutover plan to deliver a production system that is ready for real transactions. Once the Go-Live Q-Gate is executed, operational transactions are entered and processed in the production environment.



5. Often, customers will purchase additional go-live support or training services, which can easily be plugged into the methodology as a stream.

6. Deploy Activities:

1. Finalize the solution and its supporting tools and processes for production go-live

2. Resolve all crucial open issues

- Conduct system tests
- Check that system management is in place
- Proceed with cut-over activities, including data migration

3. Execute transition and cutover plans including organizational change management (OCM) plans
4. Complete all scheduled end user training
5. Identify and document all issues encountered in the transition to the new solution
6. Monitor business process results and the production environment
7. Establish center of excellence for support that provides:
 - Production support processes
 - Exceptional business monitoring processes
 - Extraordinary technical support
 - System enhancements
8. Track and report on value delivery

Sample Deliverables

9. Execution / Monitoring of Project
 - Direct and Manage Project Execution
 - Update Project Management Documents
 - Manage Project Issues, Risk and Changes
 - Communicate Project Status and Progress
10. Set up the production environment in accordance with the with the cutover plan
 - Set up User ID's for Team Members in Production System
 - Execute cutover tasks per cutover plan
 - Migrate configuration to production
 - Apply Non-transportable setup
11. Integration Setup on the Production System
 - Apply all integration prerequisites
 - Set up network security and connectivity

- Perform integration setup

12. Solution Extension Deployment on Production

13. Execute Initial Integrated Data Load

- Validate Migration Datasets and Load Processes
- Initial Data Load
- Load Validation

14. End User Training

- Prepare and Build Training Content in Project Environment
- Deliver end user training
- Establish and communicate internal support process

15. Production Cutover

- Approve system for live use

16. Delivery to Support Handover

- Conduct the handover to support meeting

17. Production Support After Go Live

- Provide post go live support

18. Project Closure and Sign-Off Project Sample Deliverables

- Conduct Project Quality Gate
- Obtain **State** sign-off for Phase Completion

Table: Sample Deploy Phase Work Products and Activities

**Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.

Work Products	Description	LSI	State
Project Execution/ Monitoring	Direct and Manage Project Execution	A	C
	Update project management documentation	A	C
Production System Setup	Set up User ID's for Team Members in Production System	C	A
	Execute cutover tasks per cutover plan	C	A

Work Products	Description	LSI	State
	Migrate configuration to production	A	C
	Apply Non-transportable setup	C	A
Integration Setup on the Production System	Apply all integration prerequisites	C	A
	Set up network security and connectivity	A	C
	Perform integration setup	C	A
	Execute initial integrated data load	A	C
Solution Extension Deployment on Production	Deploy solution extensions in production	A	C
Execute Initial Integrated Data Load	Validate Migration Datasets and Load Processes	A	C
	Initial Data Load	A	C
	Load Validation	C	A
Deliver End User Training	Prepare and Build Training Content in Project Environment	C	A
	Deliver end user training	C	A
	Establish and communicate internal support process	C	A
Production Cutover	Approve system for live use	A	C
Delivery to Support Handover	Conduct the handover to support meeting	A	C
Production Support After Go Live	Provide post go live support	C	A
Project Closure and Sign-Off Project Sample Deliverables	Conduct Project Quality Gate	C	A
	Obtain State sign-off for Phase Completion	C	A

Post Go-Live / Hypercare Phase

1. The Run Hypercare is a critical post go-live phase for the success of the system. This is the phase in which State will use the system for its operations. Implementation of a new enterprise resource planning system is a major event that can initially destabilize business operations substantially. The purpose of this phase is to support the users as they adapt to the new business processes and to restore/maintain stability of business operations. It is also the final phase of the project.
2. As users enter data into the system, system administrators, LSI consultants and State project team members run reports in the system to review data entered by various user groups. If a particular user group is not entering data (a common occurrence), the project team investigates to identify the reasons and to offer assistance.
3. Issues reported to the help desk are logged and assigned to the appropriate member of the State helpdesk for resolution. Any issue that cannot be resolved by the helpdesk is assigned to the State project team. Issues assigned to the project team are jointly resolved by the customer project team members and consultants with the goal of building sufficient knowledge within the customer project team for resolution of issues. Periodic meetings are held with operational supervisors to identify problems in smooth execution of business processes. As a result of the meetings, changes may be made to system settings or to user procedures to make business processes work smoother.

4. A quality review of the project is performed to identify lessons learned; areas where improvements are needed, future support needs, and any other items that need to be addressed. Finally, project team and LSI management review the results of the quality review, discuss and document future steps to be taken, verify contractual commitments are satisfied, and close the project.

Transition Plan (Confidential)

A preliminary transition plan is developed in the Deploy phase including the steps needed to build the production system, all automatic and manual steps, the data conversion steps, final checks and approvals for entering live data. Timing for the actual transition and conversion process and downtime estimates is validated in Final Prep.

The Transition Plan identifies the activities to be performed during the transition process from getting started through execution of all related tasks.

- Planning
- Acceptance
- Execution

The plan further defines the activities required to facilitate a smooth transition into production for additional SAP functionality.

The major activities of Transition are the migration of master data and getting the Production SAP system functionally and technically ready.

Transition Planning Objectives and Goal

Objectives

- Establish the Process for the Actual Go-Live Transition
- Define the Approach and Framework for executing the Transition
- Establish Approval Criteria for Formal Transition Acceptance
- Define Project Team Activities, Roles & Responsibilities
- Define Organization Team Activities, Roles & Responsibilities
- Define Project Management Activities, Roles and Responsibilities

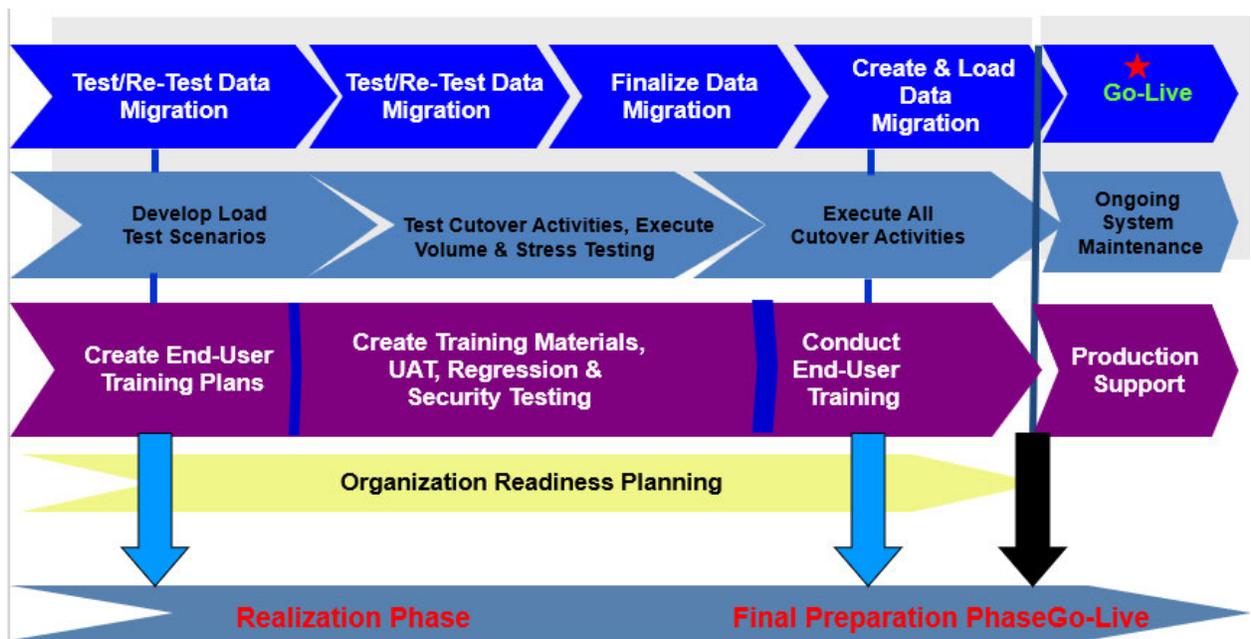
Objectives

The Goal is a plan to ensure a smooth transition to production.



For each SAP Project Phase, there will be a separate set of Transition documents created using the following templates:

- Transition Checklist
- Transition Task List/Schedule



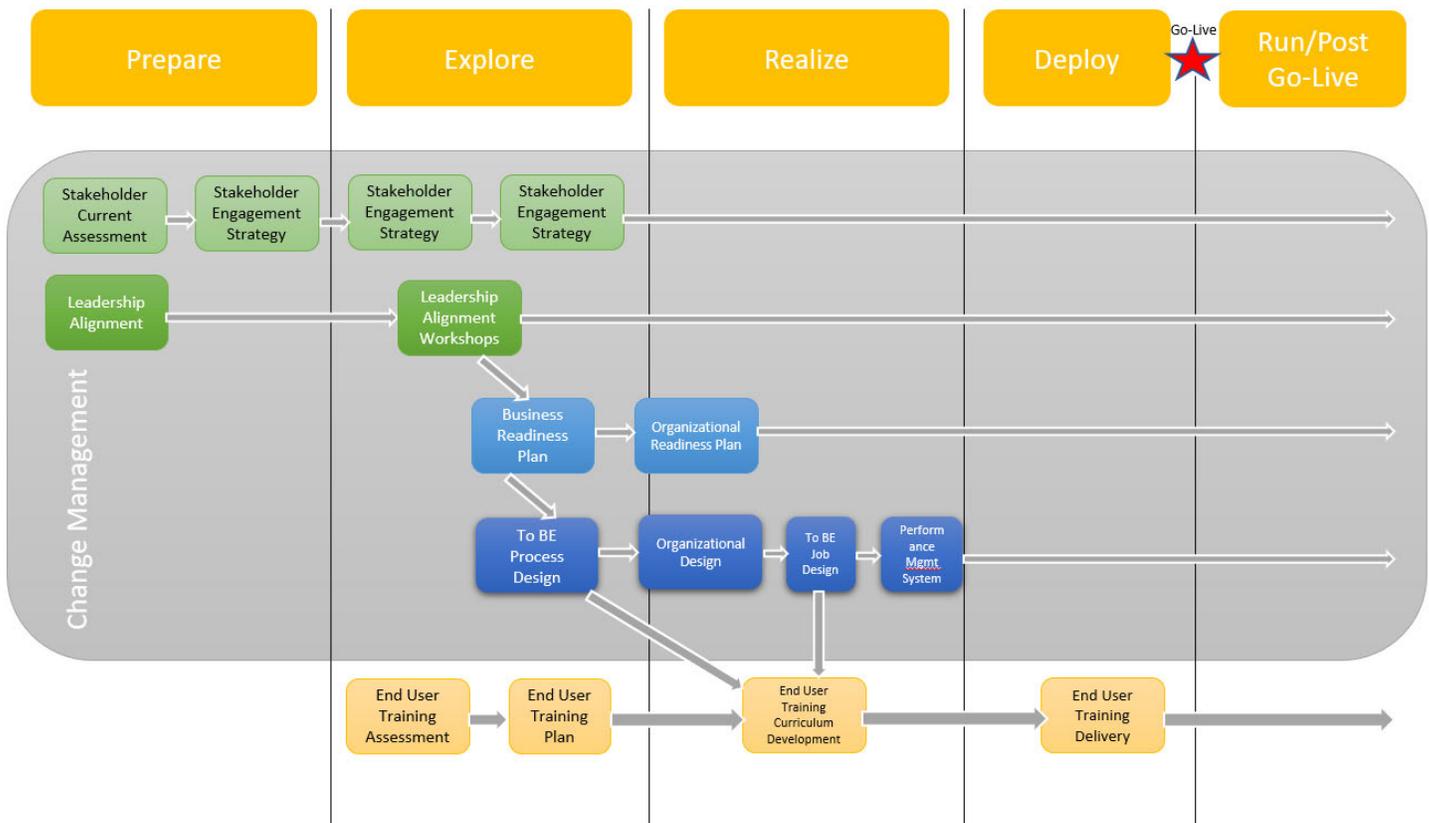
A Transition Schedule will be maintained, tracking all key area milestone dates to ensure all areas are coming together for the individual effort. A Transition Checklist will be created with all necessary detail and dependencies are tested/updated via the transition simulations and lessons learned process.

Lessons Learned from each transition simulation are to be evaluated and included as updates to the Migration Plan going forward.

Organizational Change Management - An Integrated Plan (Confidential)

Our OCM methodology and approach addresses the work that our consultants are intended to do in collaboration with State and the Change Management Team. Our OCM methodology ensures we have an integrated plan that reaches all targeted audiences. Below is a graphical depiction of our organizational change management methodology.

Organizational Change Management Roadmap



Our team is in a very unique position to have been involved in a project of the same magnitude as the State Organizational Change Management and Project Training implementation. Our experience will provide the State with a distinct advantage in change management capabilities by leveraging already proven strategies, approaches, techniques and plans. The follow content will outline our high-level project execution approach and associated deliverables.

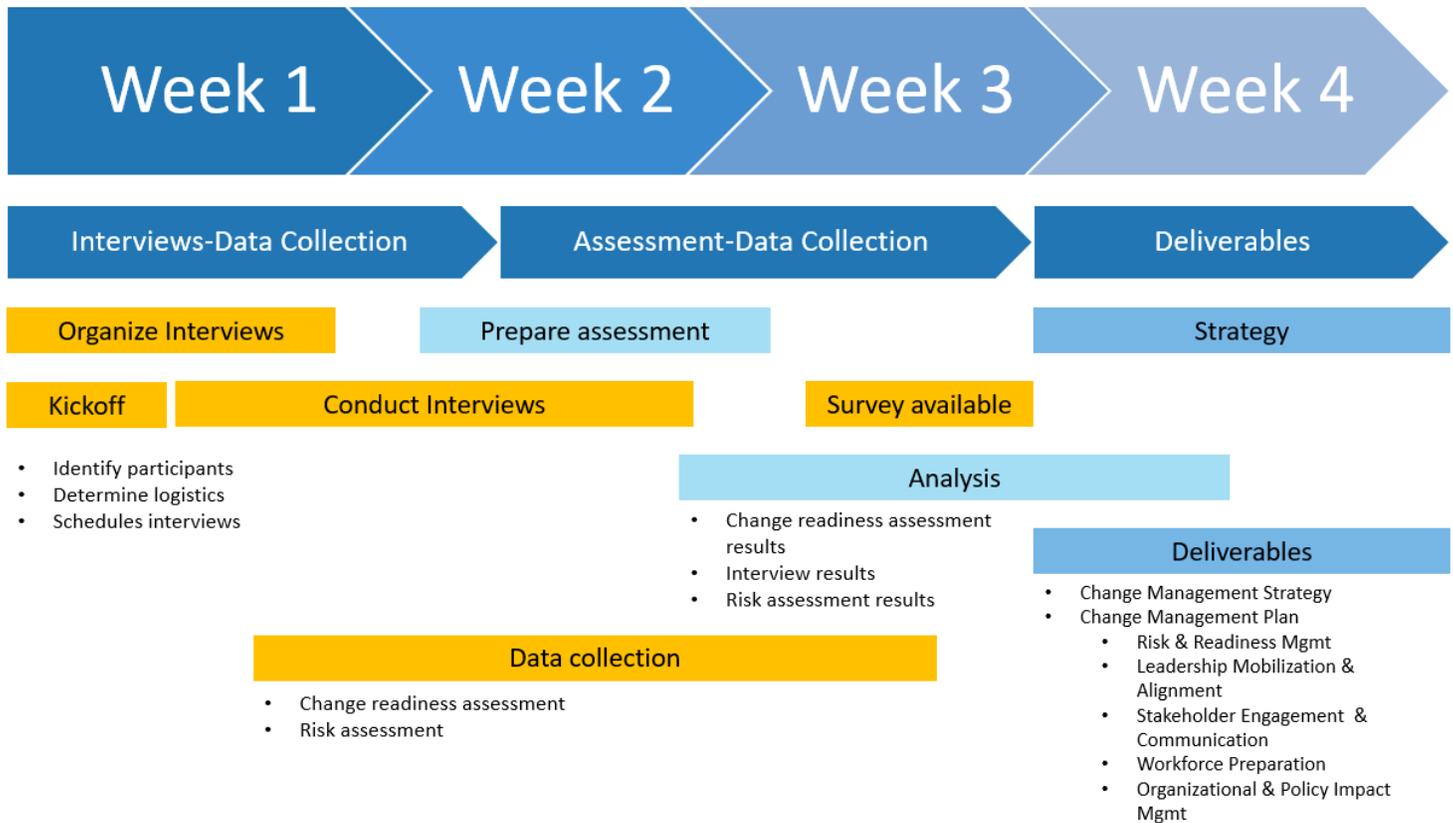
Our Project Team Execution Approach

Change Readiness Assessment

The Change Readiness Assessment is designed to measure the readiness of State employees to perform new work processes, using new systems by determining:

- Level of willingness to adopt the new processes and work in the new system
- Source and degree of potential resistance to change in managers and employees
- Level of organizational readiness to acquire needed skills and knowledge
- Capability to provide high-quality performance support for user of the new system
- Ability to adopt the new changes by removing organizational barriers

Below is our typical timeline for conducting a change readiness assessment. The duration will vary based on the culture and requirements of each individual client.



Objectives:

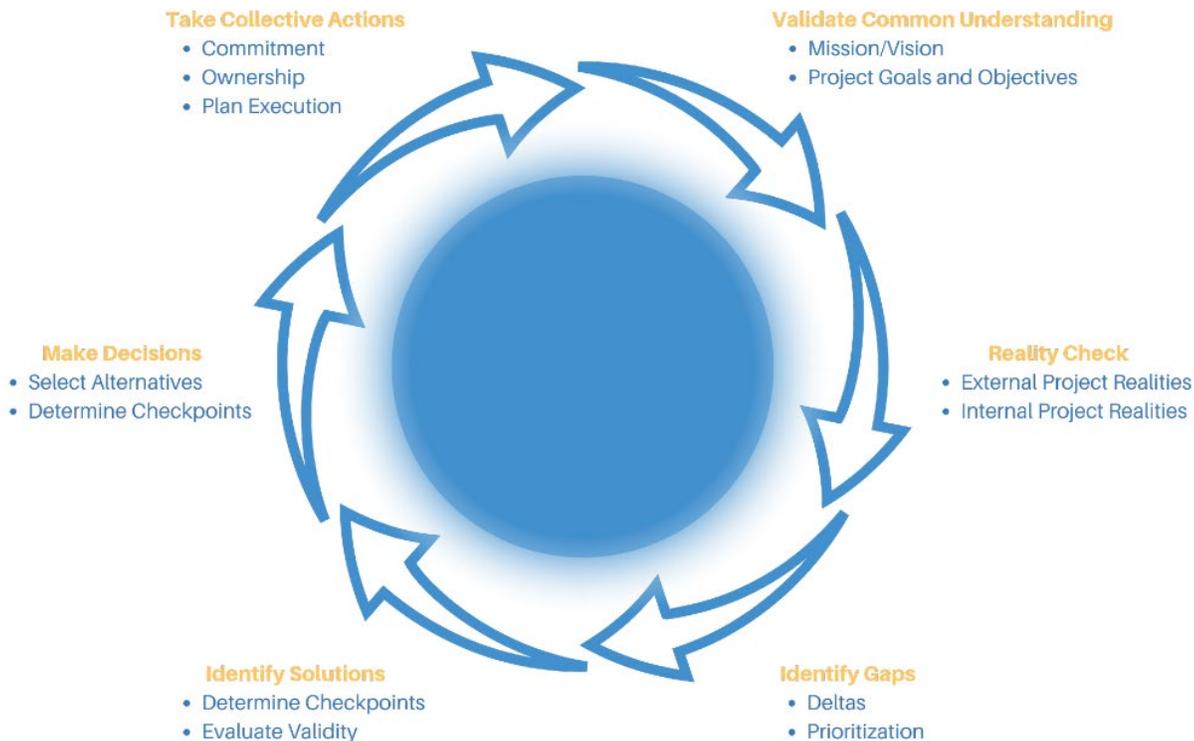
- Understand leadership alignment: vision, goals, objectives and expected ROI; involvement of key leadership (project team members, functional leads, operational leads)
- Understand and evaluate communications processes: Communication style, vehicles, modes, effectiveness

- Understand stakeholder: define key influencers – effect on acceptance, adoption and ownership; project team – team structure, roles and responsibilities

Change Readiness status is checked over the lifecycle of the project by conducting periodic change readiness surveys.

Leadership/Sponsor Alignment

Our Leadership Alignment strategy and plan will mobilize all leaders to facilitate/manage the change that will occur during and after the implementation. Aligning leaders around goals and objectives of this effort is essential to a successful SAP deployment and implementation. A key to success is that the affected leaders not only understand and visibly support the initiatives, but that they also take responsibility for leading the change and setting a good example.



Our Leadership Alignment model depicted above is the framework for which we will achieve effective leadership commitment and support at State.

Objectives:

- Ensuring that buy-in occurs from the top of the organization down throughout all affected departments. This is done through communication/engagement events conducted in the departments to raise awareness and gain support.

- Delivering all communications to supervisors and managers before they are distributed to their employees. This ensures supervisors are able to answer questions that come up when their employees read the communications.
- Ensuring that Departmental leadership understands clearly and communicates consistently the benefits and business case for the change.
- Helping Senior Leaders and Sponsors identify what is required of them and their direct reports in support of the project.

Stakeholder Engagement Overview

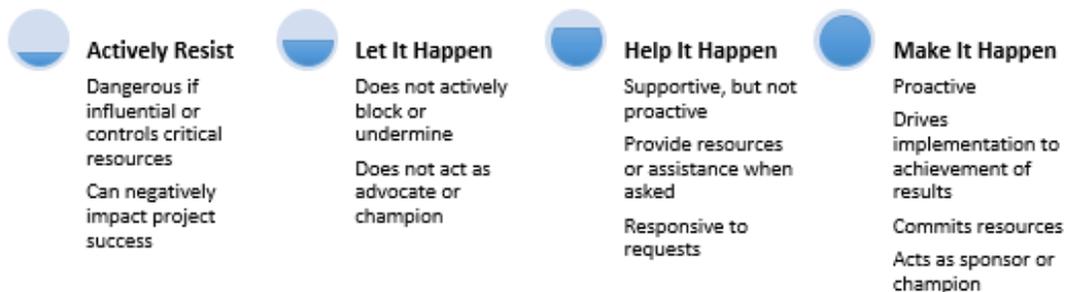
Stakeholder Engagement is all about building relationships with people who are impacted by the implementation or who could make an impact on the project's success. This strategy is the foundation of effective stakeholder engagement and refers to the formal management of the human dimensions of changes associated with the State implementation.

Stakeholder Analysis

The analysis will follow a three-step methodology:

1. Identify stakeholders. This includes listing the different stakeholders and a description of what they actually do.
2. Anticipate the kind of influence they have. Most importantly, how much power each stakeholder has within divisions, what the needs and expectations are of the stakeholders, and how these can be satisfied by the stakeholder engagement strategy.
3. Develop a key stakeholder action plan in order to get the most effective support. Our stakeholder assessment tool will be used to determine the current standing of key stakeholders as it relates to the changes associated.

State stakeholders will be mapped into four areas of involvement:



Objectives:

- Coordinate the communication activity across all parties to monitor the accuracy of key messages, improve efficiency, and avoid mixed messages being given to different stakeholders.
- Plan enough time for effective stakeholder engagement. One size does not fit all. We need to employ a variety of techniques to understand the range of stakeholder views.

- Collect and analyze the full range of views and group them into themes to get the big picture. People give their own views and identify what the potential issues are for them.
- Be prepared to listen. We cannot assume we know what people want and what their aspirations are, as they can be very different to what we perceive them to be.

Change Impact Analysis

The purpose of this effort is to outline the approach for determining how stakeholder groups will be affected by changes resulting from the State OCM implementation. The graphic below outlines the approach and process for which the change impact workshops discussions will flow.

Factors for Determining Change Impacts

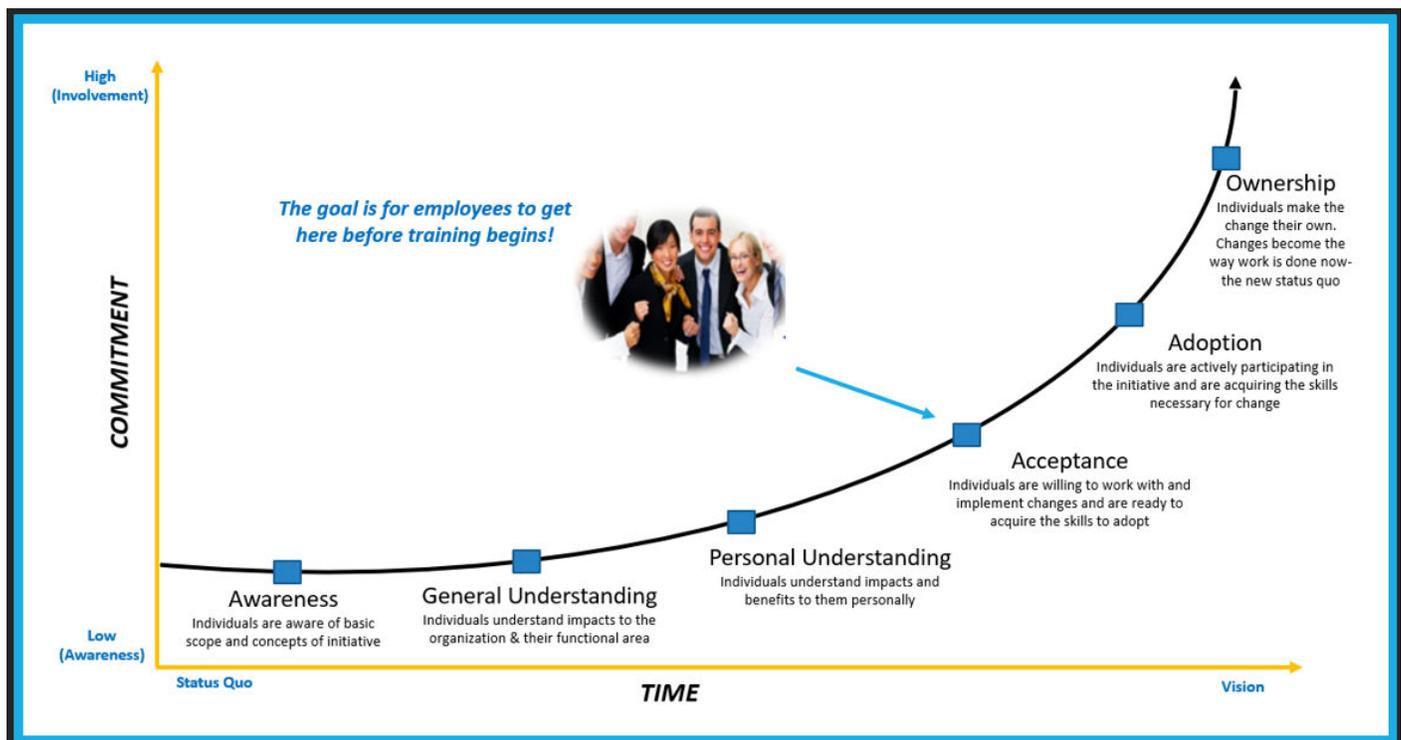
Operational Impacts	
Changes in work processes	What changes in State processes are expected? What is still unresolved? Are there questions you have that have not been addressed?
Integration between groups	Any new teams or regular communications that will change or need to be established within the department? Any regular meetings or teams that should be stopped because of the implementation?
Integration with other divisions	Any new teams or communications processes that need to be established to ensure effectiveness? Will expectations of other divisions change (timeliness of reporting, accuracy of reporting, etc.)? Will measurements be put in place to track and report their effectiveness or level of performance?
External stakeholders	Any changes that need to be communicated to stakeholders? Any differences in the way we will work with external stakeholders? Any differences that the public will see?
Policy and Procedure Impacts	
Policies and/or procedures	What will State change? What documentation is required (policies/procedures that need to be changed, clarified, or written)? Are there policies or procedures that need to be purged based on the organizational redesign? Will Policy/procedure manuals still be up-to-date? Necessary?
Authorization processes or levels	Will the transactions needing authorization (types, levels/people, dollar limits) change?
Auditing/standard accounting practice implications	Are assignments of tasks/data security aligned to provide required internal controls?
Role / Job Impacts	
Tasks performed	Any new tasks that will be performed? Any tasks that will go away? Any changes in the remaining tasks? Will the complexity of the tasks change?
Role/job impact	What job characteristics will change? What combinations of tasks will shift? What major responsibility changes do you expect?
Designing for job effectiveness vs. current assignments	Do the people in job roles currently possess the needed skills for the new org design?
Amount of time required	Will there be a change in the amount of time required to perform job tasks? More? Less?
New competencies required	How will people be expected to behave differently? What new job skills or organizational skills will be required? Any opportunities to bring new competencies into the department?
Performance standards/expectations	Will people be expected to perform at a different level than they are currently? (change in key performance indicators – KPIs)

Communication Planning and Execution

A comprehensive strategy and communication plan will be created to drive the creation and delivery of effective messaging. This plan is a dynamic, living, and breathing document. It will be updated periodically to ensure the right communication is getting to the right stakeholders at the right time. The following principles lay the foundation for effective communication:

- Message redundancy is related to message retention.
- The use of several communication channels is more effective than the use of one single medium to convey a message.
- Face-to-face communication is a preferred medium for providing a forum of dialogue with constituents.
- The existing organization structure is oftentimes the best channel for disseminating information about the implementation.
- Direct supervision is the expected and most effective source of organizationally sanctioned information.
- Opinion leaders, who may not necessarily be organizational leaders, are effective change agents.
- Information that is consistent and reinforces basic values and beliefs is effective in changing opinions and attitudes.
- Personally relevant information is better retained than abstract, unfamiliar or general information

Communication Execution Goals



Objectives:

- Identify key stakeholders.
- List what types of information are of most value to our stakeholders.
- Identify optimum means of communication and agreement on the format for information that is provided.
- Establish the purpose, timing, location and attendees for regular meetings.
- Identify which communication vehicles will be used and whether any steps are required to put them in place.
- Include specific steps that the project team and stakeholders groups can take to keep everyone who will be impacted by the project well informed.

Below are samples of the effective communications tools used by Our Team to engage and communicate with numerous State Stakeholders.



Periodic communication effectiveness assessments will be conducted by OCM to determine if the State stakeholders and end-users are moving up the continuum to acceptance and adoption. These assessments are done via an online survey tool.

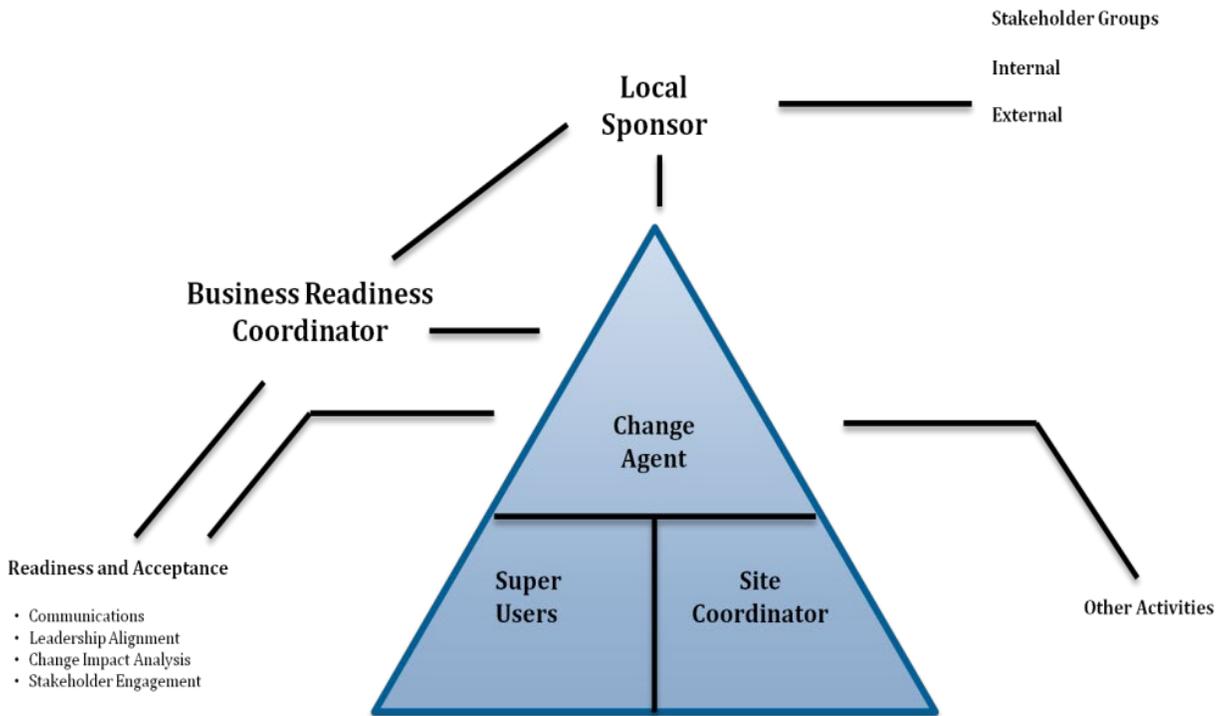
Business Readiness

Business readiness is about workforce preparation. The Business Readiness Model will provide all State employees within the affected areas with a state of preparedness for the project. This confidence will allow for the appropriate sponsors/leaders to take ownership of the change for their functional area. We anticipate a model such as this being in place for all affected departments.

Objectives: To get greater buy-in, commitment, and support from key stakeholders and employees within the organization. We will establish business readiness networks within State departments that:

- Are visible advocates within their teams or departments
- Communicate with their people - deep and often
- Understand the expected changes and determine the impact on their people
- Make, or help affect, any required changes to their organization
- Understand, measure and achieve business goals for implementation success
- Plan for and monitor effectiveness of human performance improvement

Business Readiness Model



Business Readiness Role Definition:

<p>Business Readiness Lead Accountable for completion, accuracy, and acceptance of readiness activities in the business Serve as a go-between for the Project and Local Sponsor Provide direct or indirect support in working with Super Users, Change Agents and Site Coordinators</p>	<p>Super User Communicate, plan for and make required changes Conduct training and knowledge transfer efforts Monitor the stabilization of new solutions Facilitate efforts to realize the ROI Coordinate/participate in readiness and acceptance activities</p>
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<p>Change Agent Take ownership of the change for their department or functional area Keep a business perspective – both macro (goals/objectives) and micro (what managers and employees cope with)</p>	<p>Coordinator Ensure logistics are complete and verified for departmental or functional readiness events Manage employee notifications Ensure venue setup</p>
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Risk Assessment and Risk Mitigation Plan (Confidential)

Our risk management approach focuses on identifying, quantifying, classifying, assessing, and minimizing threats to achieving the project objectives. The Project could face many operational, technical, and managerial challenges. Major business transformation projects of this kind, given the magnitude of change, involve inherent risks. We appreciate the risks faced on these types of projects and know how to help State manage the known risks aggressively and how to react quickly and appropriately to the unexpected ones. We will work in concert with the State project leadership team to mitigate foreseeable risk by managing risks at each level of the project and escalating risks to the proper State Project stakeholders when necessary.

Successful risk management, as we have collectively seen on dozens of projects, is about having a clear and comprehensive approach that includes a proven methodology, detailed planning, and comprehensive business solutions. Our risk management approach includes:

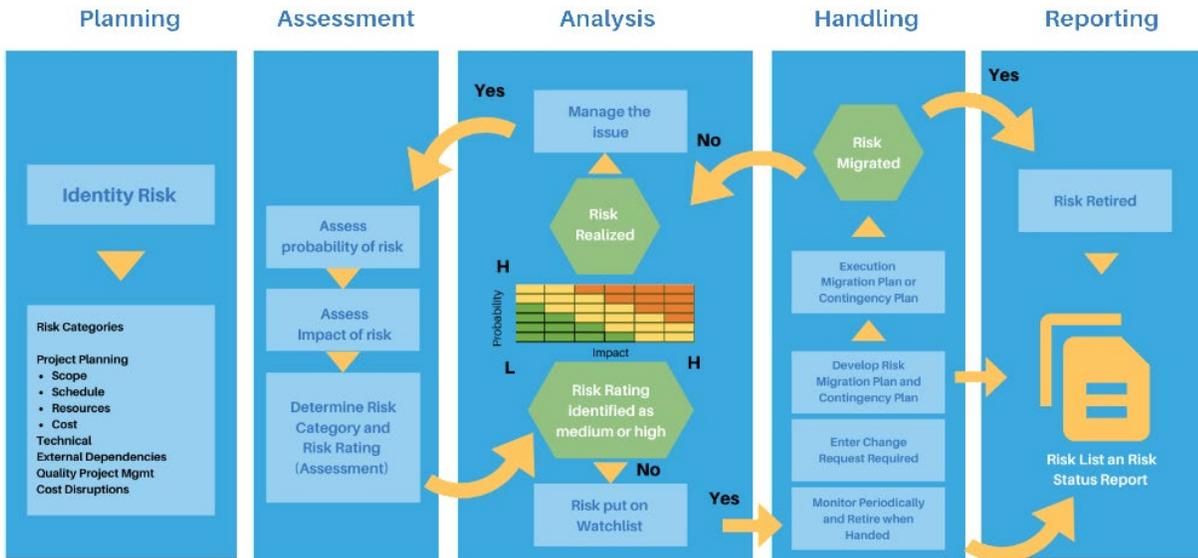
- Review each risk to assess its importance and likelihood so we can prioritize using available resources, or those risks that represent the greatest challenges or opportunities;
- Regular reviews of risk matrices to confirm results of mitigation plan, understand trends in risks and confirm risks do not exceed a threshold where a re-plan would be required
- Establish clear communication with senior management to keep them informed of risk and quality issues with recommended corrective action.

In addition to these the comprehensive approaches, we employ risk mitigation strategies including:

- Comprehensive change management and organizational approval – we work hand-in-hand with the State project leadership to identify and resolve any issues
- Ground all work to business value – includes the establishment of consistent procedures to report and monitor performance measures, such as regularly scheduled meetings, tracked Earned Value, etc.
- Technology and service delivered –
- Planning – identify and assess risks
- Assessment – determine probability and potential cost-effective risk mitigation actions

- Analysis – assign a rating of high, medium, or low and maintain and monitor the risk watch list
- Handling – develop and execute as necessary the risk mitigation or contingency plan
- Reporting - update and report progress in reducing risk

This comprehensive approach allows us to address a fundamental tenet throughout our risk management process, which is responding to changes over time. Because our process is comprehensive, it is imperative to remain focused on the objective, risk management, and not on the mechanics. Therefore, we train our project leads to follow the standardized process for identifying, evaluating, and reporting risks.



LSI Team’s Risk Management Process – Our risk management process continually assesses, mitigates and monitors risk to minimize impact on the Customer SAP implementation project

Our team will create the Project Risk Document during the first phase of the State project. If a risk might affect the achievement of project dates, then LSI project leadership works with the State project leadership to identify and evaluate potential courses of action as well as the pros and cons associated with each. LSI performs impact and probability analysis to determine if redirecting resources from other activities can efficiently mitigate the risk.

The State and the LSI team work together to identify the appropriate action and the implementation of the selected action steps. Applying mitigation techniques to identified risks provides a more focused level of monitoring to minimize the potential effect of the high impact risks. The result of this process is an ordered list of risks the project uses to develop mitigation strategies.

We also assign ownership for tracking the mitigation and status of each risk. Our team captures a mitigation strategy for each risk in the Risk Tracking document, conduct weekly updates, and communicate the risks to the State project management as part of the Project Status Report. In addition,

we develop a detailed description of the responses we plan to take for each risk. The team reviews the mitigation strategy for each risk with State and assesses the effect on cost, schedule, and resources.



We qualify identified risks by assigning to each a probability of occurrence and impact. Impacts may be in one of five areas: cost, schedule, business performance, acceptance and sustainability. A risk may affect more than one area so it is qualified in the area of greatest impact.

Our risk mitigation strategy includes a top-down and bottom-up approach. From a top-down risk management approach, the project management team leads the development of a risk mitigation plan.

One component of the plan is to develop a Risk Tracking document that we use to determine the magnitude of known risks and identify new potential risks. Risks include items of concern that require management involvement to enable project success by preventing issues from occurring. The figure above shows our top-down, bottom-up risk mitigation approach.

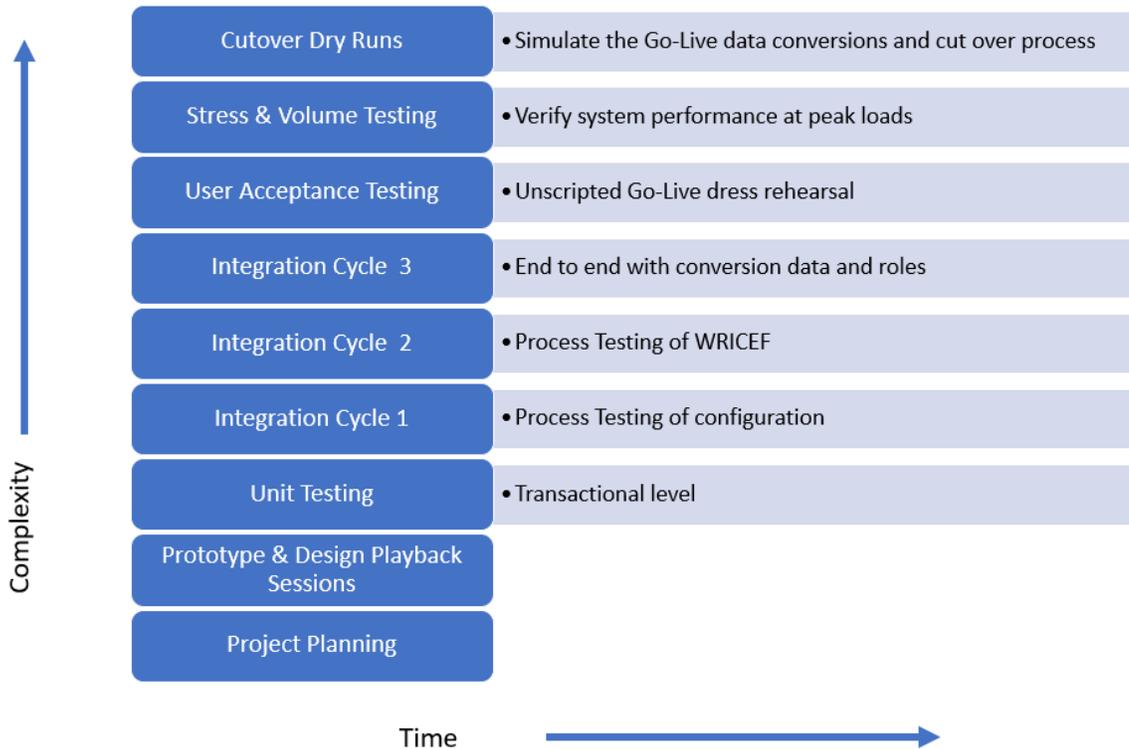
From a bottom-up risk management approach, the project team members implement the Risk Mitigation Plan. One component of the approach is the maintenance of the project risk list. We use a Microsoft Excel® risk log to track and prioritize project risks.

Quality Control (Confidential)

Testing is the cornerstone of LSI’s validation-centric approach – the majority of the timeline for each project phase is dedicated to testing activities. Our testing methodology is iterative and builds upon



itself in successive cycles of increasing complexity. Ensuring a high-quality solution depends in large part on State participation, both by empowered core team members and extended team subject matter experts who provide depth and breadth of State business process knowledge. LSI brings expertise in SAP software functionality, a proven methodology, and years of Public Sector experience, however we rely on State to articulate the success criteria for the implementation. Testing takes place during the Realize phase.



There are many different types of tests that occur during the life cycle of an SAP implementation, and each plays a critical role in the ultimate success of the project. The types of tests include unit testing, scenario testing, development testing, security testing, integration testing, system testing (technical and performance tests), and user acceptance testing. Each type of testing is intended to address a different project need. In addition, each test type builds on the previously completed testing and presupposes the successful completion of previous testing.

Planning for testing starts in the Prepare Phase with an overall testing strategy document outlining specific test cycles, expected durations, and high-level staffing requirements. Entry and exit criteria shall be identified for each test cycle.

Unit testing starts at the transaction, app or program level, using test data. In the case of transactions, and apps, testing focuses on the inputs and expected results for the transaction or app. For programs sample test data is defined in the specification document.

In contrast, integration testing is complex in terms of business process. The planning and testing time for integration testing increases as the number of processes, interfaces, enhancements and configuration changes increase. Note that appropriate resources from both LSI and State are necessary to support complex testing and are critical to completing good-quality testing as well as to

completing testing within the timeline defined in the project schedule. Specific State resources assigned to testing activities shall be detailed in the test plan when it is developed. Prior to the start of each integration test cycle, LSI will schedule business scenario planning workshops with State stakeholders in the functional areas to be tested. These workshops are held with an extended group of subject matter experts (i.e. core team plus extended team business process experts) to review the functions to be tested and compile a comprehensive list of relevant test cases and test scenarios. For example, procure-to-pay scenarios might include requisitions for commodity items on contract, IT equipment charged to a grant, sub-contractor services on a capital project, and other permutations identified by the workshop attendees. Each of these scenarios is incorporated into a formalized test script executed in that test cycle. Integration test scripts should focus on the flow of business activities through the system with expected results checked at the end of the process flow. Interim results may be checked but are less critical to the test results. By contrast, interim results may be critical to error identification and correction during integration test so interim results are not to be ignored; however, natural checkpoints should be available at SAP internal integration points between modules or at system level handoff points (interfaces).

Three cycles of integration testing are prescribed by the proven Activate methodology, from which the FocusOne methodology is derived. Integration Test Cycle 1 (ITC1) will concentrate on testing business processes inside the SAP System, starting with touch point scenarios and ending with end-to-end-scenarios. State specific development such as user-exits, workflows, and custom transactions will be included in the first iteration. The objective of ITC1 is to show that the SAP system, as built, properly communicates information across SAP internal integration points and that business processes flow properly inside the system. Integration Test Cycle 2 (ITC2) will focus on the most important cross-enterprise scenarios with touch points to external components, including testing of conversions, and inbound, outbound and circular interfaces. The objective of ITC2 is to show that the system integrates into the State environment properly, that communication to State legacy systems is functioning as designed. We expect the State Project Manager to be responsible for coordination of legacy system data extracts and interface test systems.

Workflows, authorizations, user roles, reports, and forms will be tested in ITC3.

User Acceptance Testing (UAT) follows ITC3 after the exit criteria have been satisfied. State power users and select end-Users (as identified by State) will perform a separate UAT during the FocusOne Deploy phase using some of the integration test scenarios and additional ad hoc processing as appropriate. LSI's role in this testing phase is limited to break/fixes.

System testing consists of technical tests and performance related tests. Technical tests are Netweaver (SAP's application infrastructure) oriented, whereas performance tests cover both Netweaver and application aspects. The technical tests aim to validate that the technical components of the production environment are working properly. Technical tests include failure recovery test, disaster recovery test, back-up and restore test, system administration test, and printing test as well as going-live check.

The performance related tests include volume and stress testing of business transactions and business transaction input/output using printer devices as well as batch-cycle tests and month/quarter/year-end processing. Performance tests will concentrate on stress test (i.e., stressing the system with all components involved in certain scenarios until it performs to predefined values. Volume testing concentrates on processes or transactions, if the throughput of one

process/transaction has to meet predefined requirements.

Regression testing is performed throughout all cycles of testing, as necessary, to revalidate previously executed transactions or processes impacted by configuration or code changes. Occasionally, patches and/or support packages must be implemented during the course of an implementation to correct a software defect. In these situations, scope of regression testing shall be the decision of the PMO, based on input from the respective team leads. Upgrades are not considered in scope for the implementation project.

All test scripts and documentation are documented and stored in the test script repository for reuse, and as a result become part of the State support database.

SAP’s delivers a testing tool with the software known as eCATT (Extended Computer Automated Testing Tool) to test business processes. eCATT is an SAP Testing Tool used to automate and test business scenarios in . Each test generates a detailed log that documents the test process and results.

Comparative to manual testing, the following are advantages of using eCATT:

- Due to automation, testing time is reduced to a large extent.
- Due to automation, less manpower is required for testing.
- Due to automation, manual errors are reduced to large extent. Hence results in error free testing. This helps, as no further problems will occur while the usage of SAP system by end users and hence increases the efficiency.
- Proved to be extremely useful in implementation projects.

In regression testing, automated test scripts are an ideal method of quickly detecting errors. Automatic test logs make it easy to reproduce test results, enabling fast analysis and planning of further activities, leading to cost savings.

It should be noted that considerable effort is involved in creating automated testing scripts. To meet project deadlines we recommend that automation of testing scripts be undertaken by the State after the go-lives are complete.

Tracking and Achieving Required Deliverables (Confidential)

LSI’s strategy to ensure that critical processes, reports and functionality required are available in the new system is defined in the Project Scope Management Strategy document developed during the project preparation phase. The requirements provided by the State are used to develop a Requirements Traceability Matrix (RTM). The RTM is then updated by State subject matter expert as the project progresses through each phase. An example of an RTM is given below:

Requirement Number (RFP)	ID Number (Assigned internally)	Requirement		SAP Module	Phase	Design			System / Manual (S / M)	Unit Test Case	End-User Training	SAP Comments	WRICEF ID Number (if applicable)	Comments
		Requirement Description	Requirement Met (Y/N)			Business Process Procedure	Gap Type (if any)	Gap Description						
1.00	AR0001	Ability to maintain a master customer file.	Y	SAP ERP Financials 6.0	Phase 1	AR-10- Create/Maintain Customer Master	None	N/A	N/A	AR-10- Create/Maintain Customer Master	AR Overview	None	N/A	N/A



During the Explore phase, the document is reviewed with reference to the RTM to identify any gaps that may be perceived between the blueprinted functionality and the requirements documented in the RTM. The requirements are also referenced to the business processes which address the requirement in SAP. The identified Gaps are reviewed jointly and design changes or workarounds identified to address them. In the Explore phase, the document is finalized once the gaps have been addressed.

During the Realize phase, as the functionality is configured, each transaction forming part of a business process is unit tested to ensure it is available in the system as realized. The unit test cases are referenced to the business process (which is referenced to the RTM) to ensure that all requirements are addressed. All workflows, reports, interfaces, etc. are also referenced back to the requirements to ensure that the requirements have been addressed by development where standard SAP-delivered functionality is not available.

As test-cases are developed they are referenced back to the business process and thereby to the RTM. The status of testing is updated for each requirement to ensure that the requirement was met by the system as tested. Any tests not completed or those that identify defects are handled through the test management process.

In this manner LSI ensures that all requirements identified by the State are addressed by the new system.

Appendix C: Technical Requirements

Please see attached ***LSI_RFP-ERP-2020 Appendix C_Technical Requirements.xlsx***.

Evaluation Criteria 5: Business Solution – Implementation Services Requirements

Implementation Plan (Confidential)

Our team will work to identify Key Performance Indicators KPI's, evaluate the transformation and roadmap plan while reviewing existing business processes and quick wins. We will prepare your team for the upcoming implementation by assessing the proposed roadmap and ensuring our approach will maximize ROI and increase user adoption throughout the cloud migration. LSI will become an advocate and a partner for your team. We will help analyze your current business process, pinpoint your key wins and develop a strategy to ensure maximum success in your implementation.

It is essential for your entire team, from leadership through business users, to participate in the value of a new system so that the adoption is high, and the risks remain low. LSI's ERP implementation plans are successful because we have a proven methodology that we thoughtfully align to our client's environment. We tailor our methods for the specific project and client requirements, account for on-going client activities to mitigate disruption, and proactively identify/mitigate potential development risks. Key implementation plan features:

1. Our plan starts with joint analysis, validation, and planning design activities to establish processes, requirements, and conditions before we start implementing. This activity is critical to mitigating risks. We jointly review/validate documented business processes and identify capabilities that the new cloud technology can improve.
2. Our approach rigorously validates the system before going operational to identify and mitigate problems early. We test extensively to ensure the system works, data is valid and protected, and people are trained before we retire legacy applications.
3. User acceptance of the system, combined with the business processes, significantly affects project success. We understand your operations, applications, processes, and, most importantly, preferences for working. Our experience with large implementations like the State allows us to hit the ground running.
4. Finally, our implementation plan effectively balances skills and location of resources to provide expert on-site dialogue and management where appropriate. Our processes are in place, and our track record is proven.

Implementation Approach

LSI would like to present to the State on how to approach its implementation.

Phased Approach

Our Phased Approach is the preferred deployment approach the State has chosen in the RFP. Incrementally deploying capabilities in a phased implementation reduces overall program implementation risk. The phased implementation approach balances the State's recommended sequencing of functions and the inherent capabilities of our ERP.

The Core Phase (Wave 1) is planned for 26 months with a scheduled Go Live date of July 1, 2023 and 3-months of Post Go-Live Support. The planned start date is August 2021. The scope includes General Ledger, Accounts Receivable, Accounts Payable, Purchasing, Inventory Management, Plant Maintenance, Funds Management, Grants Management, Fixed Assets, Lease Accounting, Project Systems, and Treasury and Risk Management to include Cash Management, Bonds, Investments, and Loans. LSI recommends Grants Management to be included in the Core Phase as it provides a holistic approach to the overall ERP solution for the State. Grants Management (GM) is an integral operational and capital component for managing sponsored monies for the State. Lastly, adding the SAP GM in the Core Phase will create a cost savings to the State.

Expansion Phase (Wave 2)

The Expansion Phase is planned for 11-months and is scheduled for Go-Live on September 2023 and 3-months of Post Go Live Support. The planned start date is February 2023. The scope includes SAP Budgeting and Planning for Public Sector.

Optional Phase (Wave 3)

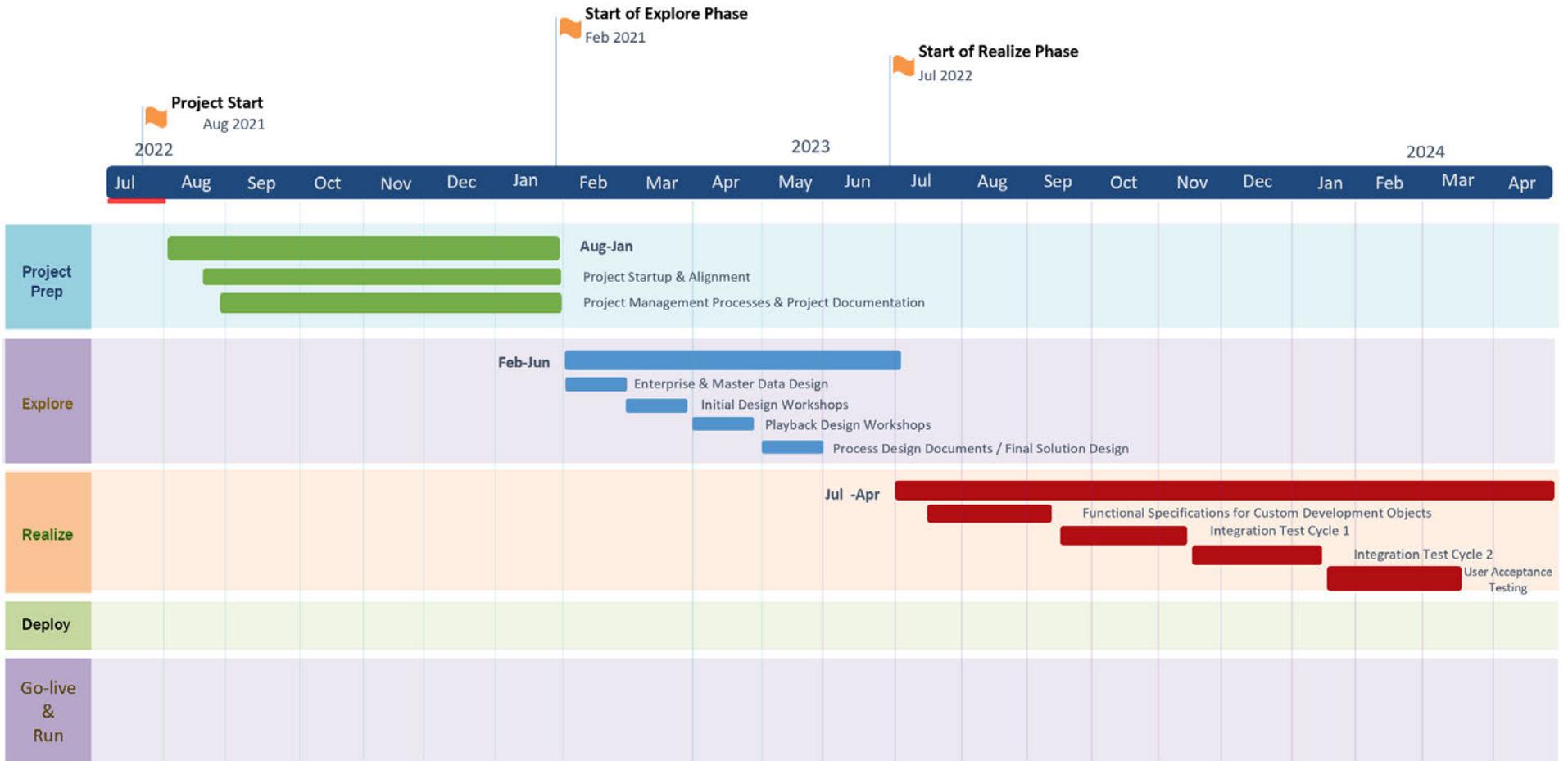
The Optional Phase is planned for 10 months with a scheduled Go Live Date Aug 2024 and 3-months of Post Go-Live Support. The scope includes: Travel Management and the eProcurement Interface. The planned start date is January 2024.

Please see below for LSI's REVISED proposed timelines for the EFS Project.

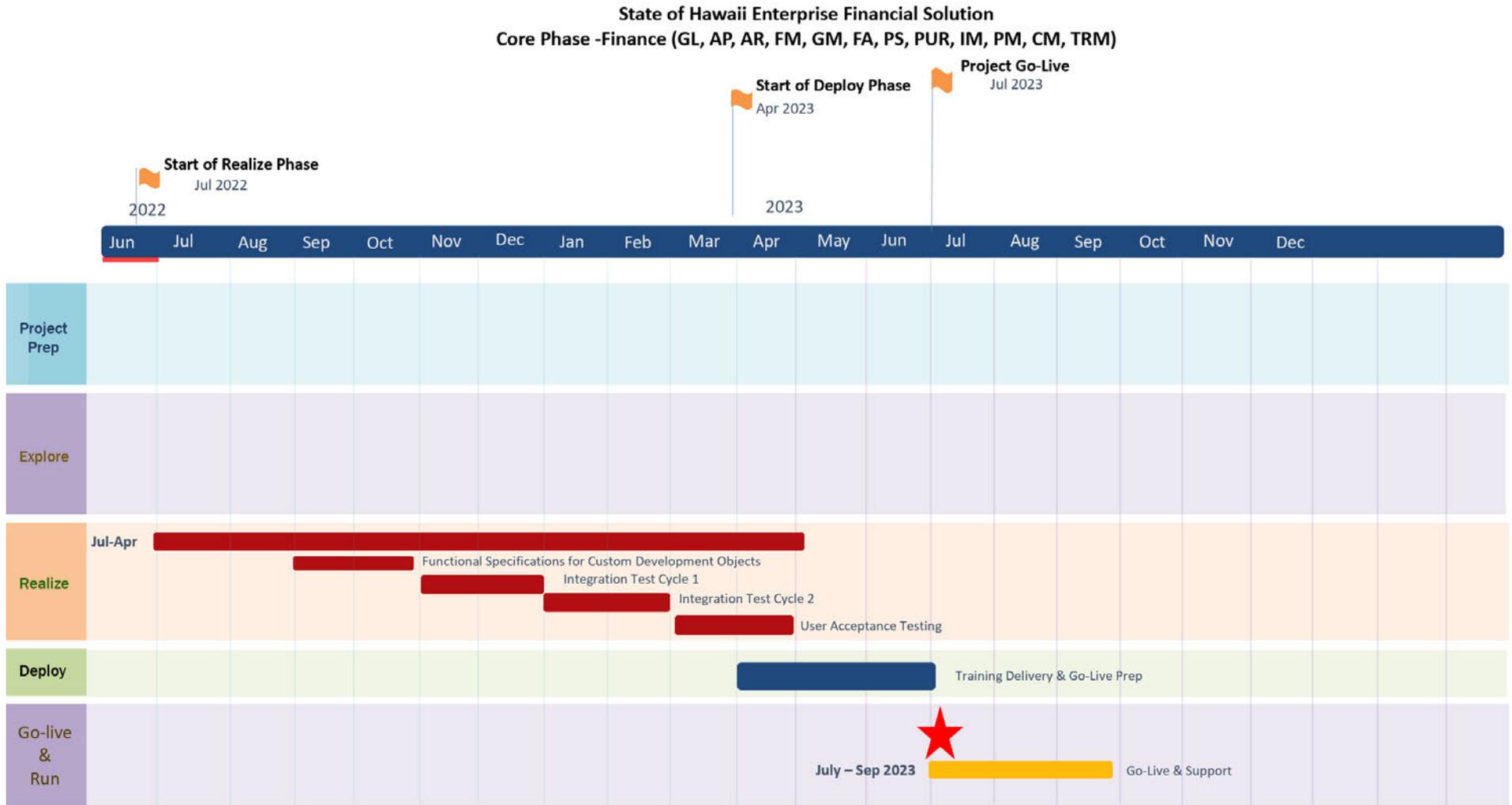
Timeline – Phased Approach

Core Phase

State of Hawaii Enterprise Financial Solution Core Phase -Finance (GL, AP, AR, FM, GM, FA, PS, PUR, IM, PM, CM, TRM)



Core Phase - continued



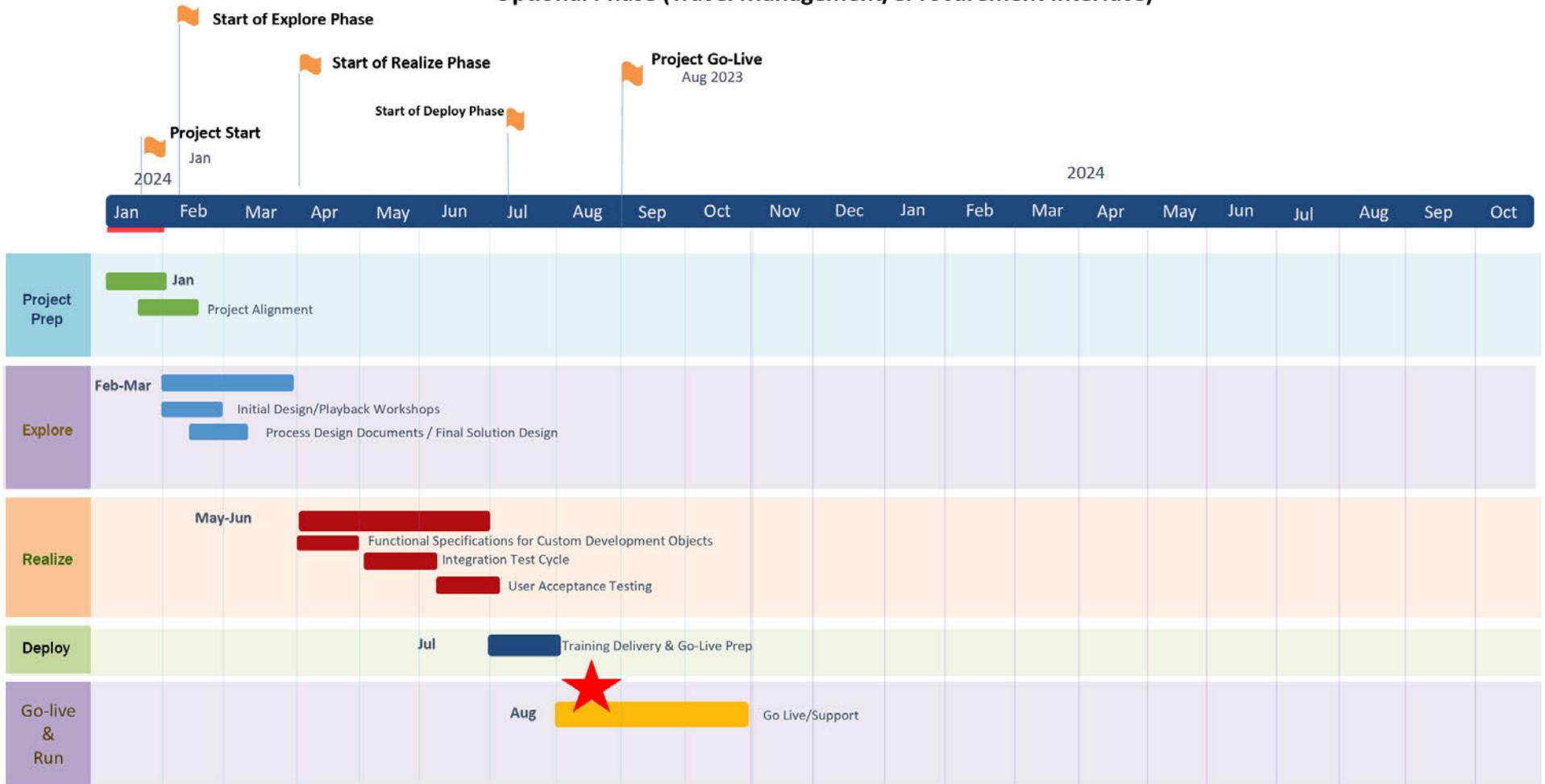
Expansion Phase

State of Hawaii Enterprise Financial Solution
Expansion Phase (SAP Budgeting and Planning)



Optional Phase

State of Hawaii Enterprise Financial Solution
Optional Phase (Travel Management/eProcurement Interface)



Core Phase, Wave 1 includes – Finance (GL, AP, AR, FM, GM, FA, PS, CM, Treasury and Risk Management, Inventory Management, Plant Maintenance and Purchasing) with a Go Live Date July 1, 2023

Expansion Phase, Wave 2 includes - Finance (SAP Budgeting and Planning) with a Go Live Date October 1, 2023.

Optional Phase, Wave 3 includes - Finance (Travel Management/eProcurement Interface) with a Go Live Date August 1, 2024

As we have spoken to our Implementation Methodology in Section Evaluation Criteria 4, please see below our Training, Knowledge Transfer and Data Conversion Methodology below:

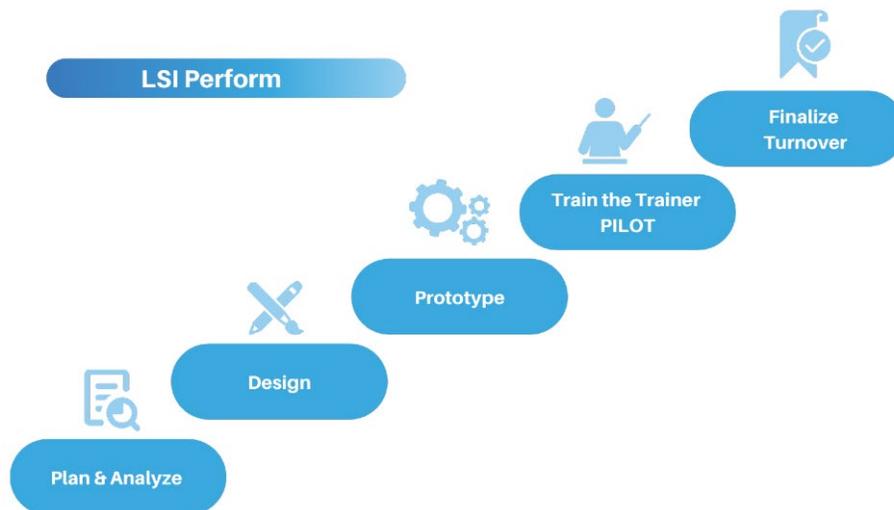
Training Development Methodology (Confidential)

Early in the Explore phase, the project team receives training on LSI’s template of the implemented system. Thus, the functional project team receives the training it needs to conduct the Explore phase off the same system that is being implemented, with the baseline business processes and documentation delivered with the templates system, versus a more agnostic, generalized training environment that may not be completely germane to the State business or requirements. This is a key differentiator of LSI’s training and implementation approach:

Training for end-users is developed and delivered as a part of the implementation project and modeled after the train the trainer methods.

LSI recognizes that end user training programs are not “one size fits all,” and that every organization has unique requirements. Therefore, at the start of each project we work closely with your project team to review how work is accomplished in your organization, including your staffing, business processes, technology, and organizational considerations.

LSI’s success in providing learning solutions is strongly influenced by our use of our proven training development methodology, *LSI Perform*. This methodology, rooted in adult learning principles, ensures a performance-based blended learning strategy that meets the needs of all users. Leveraging templates and tools which have been continuously improved over the past 22 years, our approach ensures clarity, consistency, and quality in all of our products and services through client alignment, user-focused analysis, deliverable prototyping, stringent version control, and an active “lessons learned” process. The diagram below the major activities of the LSI Perform methodology.



Plan & Analyze

The purpose of the Plan & Analyze Phase is to help align LSI and the State on the training objectives and strategies. This phase alerts all training development process participants to potential barriers and provides the means to discuss strategies to overcome them. This Phase also allows us to

determine the audience (end user) information and training needs, and then obtain and understand the relevant business process information from the appropriate Subject Matter Experts (SMEs).

The goal of the Plan & Analyze Phase is to gather the data from the State and analyze the data to provide a foundation for sound instructional design decisions.

Design

The purpose of the Design Phase is to determine what is to be taught, how it will be taught, and when it will be taught, as well as to complete the design of the templates/tools to be used in the training content development and delivery. The Design Phase also expands on the initial training curriculum by establishing the delivery standards and by prototyping the training.

The following activities will take place during the Design Phase:

- Draft learning objectives
- Develop, review, and approve instruction strategy
- Determine and validate instructional methods (instructor-led or online training)
- Determine and validate instructional media
- Determine instructional grouping of information
- Create course design documents describing the training materials' content and organization

Prototype

The purpose of the Prototype Phase is to provide examples of the layout and design of each training component that is part of the potential design. Prototypes of all training content items are created and presented to stakeholders to approval in preparation for the Development Phase.

Prototype Phase Activities

The following activities take place during the Prototype Phase:

- Align on what level of prototype and for which training content prototypes will be constructed
- Align on the organization, format, and level of detail for all prototypes
- Develop prototypes that contain sufficient information to represent all of the training content and in a manner that facilitates review and early feedback on the approach being used
- Submit prototypes for review, comment, and approval

Develop

The purpose of the Develop Phase is to develop all training content, identify and prepare training sites, firm up delivery logistics, and pilot the training content.

Develop Phase Activities

The following activities take place during the Develop Phase:

- Finalize course outlines as needed. The course outlines serve as the overall plan for conducting instruction in a particular course; therefore, careful preparation of these documents will help ensure the effectiveness and efficiency of the instructional system. This assists in standardizing the instruction while controlling the quality of the teaching-learning activity. The outlines will be organized by units or modules of instruction with each unit containing information such as:
 - Course description, such as title, number, statement of objectives,
 - Instructional hours and approximate allocations of those hours to objectives,
 - Instructional method, such as lecture, demonstration, support materials, equipment requirements, etc.
- Develop training content.
- Implement a formal review cycle for purposes of obtaining approvals and checking for quality.
- Pilot the developed content to allow for corrections based on comments received from representative end users.

Train-the-Trainer/Pilot

LSI will train State personnel with business expertise to conduct instructor led classroom training or deskside coaching for fellow employees. LSI will train State trainers in best practice training principles and familiarize them with the training content to be used by conducting tailored train-the-trainer workshops for each applicable area. Much of the functional training within the system will take place during the configuration and testing sections of the implementations. LSI works through three cycles of testing alongside the State SME with the final User Acceptance testing allowing for final system testing.

LSI will train the designated trainers to utilize the support tools available within the solution so that the State can create, manage, publish and share training documentation as needed.

State instructors/trainers will then follow the workshops up with self-paced preparation and practice time to enhance their soft skills and familiarize themselves with all of the training materials applicable to their assigned course.

LSI will support each functional area during the entire training preparation, delivery and beyond to ensure successful execution of the courses and provide updates to training materials. These support tools and services will also include the State customer electronic performance support website.

Finalize/Turnover

The purpose of the Finalize/Turnover Phase is to turn over all additional training content created to the State after all pilot comments have been incorporated into the training content.

Finalize/Turnover Phase Activities

The following activities take place during the Finalize/Turnover Phase:



- Obtain sign-off sheets from for all training components.
- Deliver all finalize training content in the agreed upon format(s).

Training Delivery

A number of methods are available for training delivery.

Delivery Method	Purpose	Requirements
Instructor Led Training	Used for those roles where the new processes require thorough understanding from discussion and performance of tasks is critical for Go Live. Materials are generally more adaptable for topics requiring late finalization or late changes. These materials to support ILT delivery will be created in MS PowerPoint.	<ul style="list-style-type: none"> • Instructors with knowledge and skills on the process and systems as well as an instructional guide to help ensure consistent presentation and flow. • Instructor involvement throughout project phases to gain knowledge of the system and processes • Formal classrooms at the client site with network and system connections and computers for each student.
Small Group Sessions (Will be limited by the number of trainers provided by State)	For audience sizes of 8 users or less. Discussion, coaching, demonstrations, and exercises are handled in one on one or small group settings in a classroom or perhaps on the job.	<ul style="list-style-type: none"> • For very small audiences, sessions are best led utilizing the subject matter expert in a less formal setting doing one on one type coaching with a less developed coaching guide.

Learning Materials

Training is only part of the learning solution. Performance support and context-sensitive help online in application help provides employees with contextual information such as step-by-step procedures, simulations, and other materials to help them accomplish individual tasks or a series of related tasks once they return to SAP from the performance support materials (“back on-the-job”). While not typically considered a training delivery method, these additional learning materials provide support for the end user when he/she returns to the transaction back on-the-job. The following solutions will be delivered by LSI for State users.

Solution	Purpose	Requirements
Work Instructions	Used for step-by-step actions within the SAP system. Work Instructions are used primarily in Instructor Led Training classes when completing exercises for high frequency tasks. For less frequent tasks, Work Instruction is developed to support as part of the Help Screens in SAP after go live.	<ul style="list-style-type: none"> A validly configured SAP system to record the work instructions Setup within SAP to allow the materials to be displayed.
Simulations	Recordings of the step-by-step actions within the SAP system. User primarily to provide end users with hands-on experience and refreshers in the SAP system.	<ul style="list-style-type: none"> A validly configured SAP system to record the simulations concurrently with recording work instructions.
Task Exercises	Hands-on, step-by-step practice of a specific system task or transaction. An example of a task might be: <i>Create a Purchase Order.</i>	<ul style="list-style-type: none"> A training environment that allows end user access. Staged data to allow each end user hands-on practice in the system.
Process Exercises (also known as Summary Exercises)	More complex exercises that require the participant to apply what they have learned to solve a common job problem or execute a series of tasks. An example of a process exercise might be: <i>Research the Delivery Status of a Purchase Order.</i>	<ul style="list-style-type: none"> A training environment that allows end user access. Staged data to allow each end user hands-on practice in the system.

Training Coordinators

Training Coordinators serve a number of functions that help ensure the immediate and long-term success of end user training. Training management and coordination responsibilities include:

- Manage logistics for training classes to ensure that training is delivered efficiently and that end users have the opportunity to learn the knowledge required to do their job
- Become familiar with the course logistic information, pre-requisite training requirements, course durations, course sequencing, and other logistical requirements
- Maintain / process training records by:
 - Collecting, routing, and entering all signed training rosters
 - Reviewing training reports to assess progress and completion of online courses
 - Following up with Readiness Coordinators and/or managers to ensure that people complete their scheduled training
- Identify and reserve training room and equipment needs and facilities

Readiness Coordinators

Readiness Coordinators will be responsible for scheduling people for training for their respective organizations. They will also be responsible for assisting Training Coordinators in following up with managers and individuals to ensure that everyone in their organization completes their scheduled training. The OCM Team will assist Training Coordinators in fulfilling their responsibilities for scheduling training participants.

Facilities

Training classrooms, or in some cases conference rooms, must be reserved for the ILT (Instructor Led Training) courses to occur. Depending on the audience being trained, the facility could be a computer lab or a room where end users bring their own laptops. An analysis of the end users involved in each course will have to occur to determine the facility needs of the course. When selecting a facility, the following should be considered:

- Where are the majority of the end users for the course located?
- How many end users will be in the offering of the course?
- Will the end users have their own computers or need computers?
- Does the facility have course projection capabilities?

Full training documentation can be delivered as an outcome of the training development work stream of the project and follow project documentation review and approval processes. These documents can describe and break down each business process and sub process into its component steps by role. Training materials are then derived from this documentation, as well as the system itself, in the form of screen shots, recorded simulations, etc. Additional training materials such as end user training guides, class presentations, additional user aids such as cheat sheets and help screen augmentation can all be created and remain with the State.

The State will be responsible for the maintenance of these documents after the go-live of the project as the system is changed to accommodate new or changing business processes and system configuration over its lifecycle.

LSI highly recommends the inclusion of State IT personnel in training as part of the development of internal competencies.

Knowledge Transfer (Confidential)

A key outcome of any consulting or support engagement is thorough and effective knowledge transfer. We have found that the most effective means of knowledge transfer is by taking a hands-on approach. We will engage the State SME's and incorporate them as primary recipients in the knowledge transfer effort. Additionally, they will become recognized internally as experts in the new and modified State processes, providing an organic source of expertise, as is consistent with the SAP Competency Center model. This level of knowledge is required so that State does not become overly reliant upon consultants for its support needs. Among the support requirements that may need addressing are business process changes, addition of new configuration and testing of upgrades. As business process requirements change, training materials need to be updated to reflect the changes. With successful knowledge transfer, the State will be positioned to address this need without external support. Knowledge transfer is therefore a joint responsibility of the State and LSI. LSI works with the State to develop a Knowledge Transfer Plan discussed further in this section. A knowledge transfer plan is focused on transfer of knowledge to project team members.

Knowledge transfer to the State team is integrated into in each phase of our methodology. LSI's unique implementation strategy leverages the LSI template of the SAP system, to "pay forward" best practices developed in prior local government SAP implementations for common end-to-end processes, in the form of a working prototype, allowing the State team to understand functionality and business processes in a truly integrated way. This means that State project personnel get access to a real system earlier in the project and the "bell curve" of knowledge transfer reduces and shifts forward in the project timeline.

Knowledge Transfer Plan

LSI consultants will team with State stakeholders and SMEs to design and develop a comprehensive cross-organizational Knowledge Transfer plan that includes a Knowledge Transfer Strategy for each key audience including:

- Functional and Business State project team members
- Business leads and Super-users
- End-users
- High-level Knowledge Transfer plan
- Sample formal and informal deliverable

Knowledge transfer methods include a mix of formal and informal approaches. Knowledge transfer activities include:

Project Team Training

During the Explore Phase, LSI will execute a focused State Project Team training utilizing our GovOne system, based upon Activate Methodology. As a result, the State team will be trained on the system that is delivered, vs. a more conceptual model. This moves the "bell curve" of knowledge transfer for the project team forward in time during the implementation, when critical business process decisions are being made.

Demonstrations

During the Explore phase LSI consultants will demonstrate the functionality of the system, explain how the chart of accounts and other master data are set up and discuss how business processes are supported by the functionality. Functional project team training will take place as a Explore activity, and will be delivered by LSI functional consultants. This is a differentiator, because the training is not centered on a generic system with a universe of capabilities, but will be focused on State system functionality as delivered. We have found that this approach empowers client team members to ask more insightful, higher yielding questions when critical decisions need to be made in configuration business process design. This knowledge transfer strategy also acts as a quality assurance measure, due to customer exposure to the system much earlier in the implementation. Otherwise, exposure to a system typically does not happen until integration testing cycles, which occurs later in the project, and much closer to the go-live in the overall timeline. Our integration and knowledge transfer approach allows for more reaction time, and allows for configuration, workflow, and other changes to occur during the normal configuration stage prior to testing.

On-the-job Learning

On a day-to-day basis LSI consultants will use verbal and written communications to transfer knowledge. Communication occurs through active engagement in meetings, the development and review of status reports, and iterative development of key project deliverables. Project team members are expected to engage in this process on a continual basis. During the initial evaluation stages, as well as Prepare and Explore phases, the State team will be requested to review the deliverables, which are a good source of strategy, design and configuration knowledge. The State team's involvement with our consultants throughout the project phases will allow for side-by-side, "shoulder-to-shoulder" learning and knowledge transfer throughout the project and allow State personnel to assume significant performance and training accountability as per the SAP Competency Center model. LSI certainly welcomes the opportunity to develop the self-sufficiency in key areas and supplement that only as necessary in latter phases, as required by the State.

Hands-On System Configuration and Development

The development and configuration approach involves participation from State employees to provide them with as high a level of system interaction and practice as possible prior to Go Live.

Extended Training

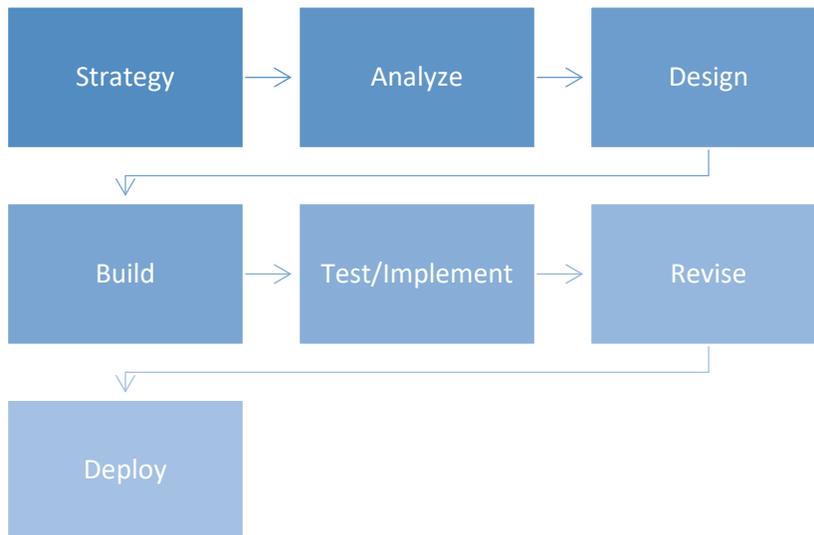
At multiple points in the project lifecycle, State employees will be presented with opportunities to attend formal training, system demonstrations and additional written material (i.e. books, websites) to enhance the learning and knowledge transfer experience. As proposed, State technical team members can also receive training from SAP educational resources.

Integration Testing and Training Material Development

During the Realize phase, the State team will perform integration testing and data validation in multiple testing cycles and will assist with development, review, updating and use of system and training documentation. This deep involvement and hands-on experience of the system and issues encountered results in experiential learning and cements concepts in the minds of the State team.

As-built Documentation

After the system is live, LSI will complete and deliver "As-built" configuration documentation. Appropriate team members will be invited to review the documentation and ask questions to clarify situations where the documentation is not sufficiently clear.



Strategy (Prepare Phase)

The *strategy is developed* as part of the project planning process. Data conversion is one of the high risk activities in a system implementation due to the important principle of “Garbage in Garbage Out” as well as the short time window in which data must be converted. For example, the vast majority of depreciation calculation errors are attributable to data conversion errors. LSI’s data conversion approach is therefore geared to minimizing the risk of erroneous data entering the system.

The first principle followed in our approach is to minimize the amount of data to be converted from the legacy system. This is necessary because very often the data in the legacy system is based on insufficient edits, misused text fields and obsolete information. Additionally, SAP systems, due to their tight integration, require a very high degree of referential integrity in data being converted. Typical data not converted include inactive vendors and customers, paid invoices, journal entries, requisitions and purchase orders. Similarly inventory receipt and issued details may not be converted. State should consider whether older general ledger data is worth converting given changes in the chart of accounts and decreasing usefulness of accounting data over time. Data that is not converted can be transferred for reference purposes without any restructuring to a read-only system such as a data warehouse.

In other cases, although the data needs to be converted, the data in the legacy system is structured differently from SAP data. In such cases either the data can be recreated in a spreadsheet or must be extracted from legacy systems and transformed before loading. In this category are data such as chart of accounts codes, etc. LSI has worked with a variety of systems before and is well equipped to advise State with the transition from an old chart of accounts to an SAP one.

Analysis (Explore Phase)

The analysis is conducted during the Business Explore phase of the project. The aim of the Analysis phase is to identify the data that must be converted into the new system. Decisions need to be made regarding data that will be required in the new system and also to identify data that will not be converted the new system. Our approach is to work with the State project team to define the data requirements during the Explore phase and to map that data to SAP data structures.

In addition to this list of data to be included, and data not required, each design document would include the following for each required data object:

- Source system(s) for this data. This needs to be specific. Multiple data sources are a common occurrence. It is not unusual for a single entity to have the same data stored in more than one legacy system.
- Initial estimates of the volumes (e.g., 40,000 vendors).
- Type of conversion (e.g., manual, automated).

Data sources are not limited to actual data processing systems, either. For example, one may find users that maintain files on their own workstations that they use to accomplish tasks that cannot be performed by their existing systems. Word processing documents, spreadsheets, desktop RDBMS packages and raw text files are examples of data sources one can expect to uncover in the Analysis phase.

The next important part of the analysis involves getting acquainted with the details of the data one plans to convert. LSI and State will determine if the data is of high enough quality to consider converting. The most common issues that emerge with data are:

- Incomplete Data – Data can be missing partially or completely. For example, if a record has six fields and some of them are empty, the data is deemed to be incomplete. Such data records cause problems during conversion unless the utility is designed to handle these scenarios.
- Duplicate Data – Multiple instances of the same data is a big problem during data conversion. It's unlikely that conversion will ignore duplicate data records. Since the data format is different in each of the duplicate records, though the information is the same, it is difficult to narrow down and ignore duplicate data records.
- Data Non-conformity – This refers to information stored in non-validated formats such as free text fields.
- Inconsistent Data – When merging various systems, the data can lack consistency and represent wrong information.
- Inaccurate Data – Incorrect or obsolete data (e.g. addresses), which can cause a lot of issues after conversion.
- Lack of Referential Integrity – Missing relationship linkages can drastically degrade the quality of data and pose problems during conversion.

State team members obtain reports from legacy systems that can provide row and column counts, and other statistics pertaining to the source data and allow a review of the data. This information provides an estimate of how much data there is to convert as well as its condition.

During the analysis, one may find that the overall cost of conversion is prohibitive relative to the quantity of data that needs to be moved. If this occurs, the most common solution is to build the data required in the new system either as a part of conversion or after go live when users enter that data during operations. We have successfully used this strategy for requisitions that were not converted but entered as new in the SAP system.

Design (Realize Phase)

The data conversions are designed, developed and tested in the Realize phase of the project.

Once the legacy data sources are identified and analyzed, the mapping process begins. Mapping involves going through the list of data elements from each source data structure, and deciding where it should be mapped. LSI consultants provide interpretations of SAP data elements and State team members interpret legacy system fields for the mapping. Mapping is generally conducted by a team familiar with the specific business area (e.g., Accounting, Purchasing, etc.).

A preliminary analysis is made to determine whether a standard SAP solution exists for the data conversion or whether a custom solution must be built. In addition to this analysis, the best tool is identified for the data conversion, for example, using SAP's Migration Cockpit, or the Legacy System Migration Workbench (LSMW), etc.

The Migration Cockpit is a set of web-based tools for migration of data from legacy systems. It provides templates for several standard SAP objects which can be downloaded in Excel format and populated with legacy data. Any fields added to standard objects are included in the templates when they are generated. The Cockpit also allows upload of the populated spreadsheets using standard Application Programming Interfaces (APIs) which contain all the edits required to assure data quality and referential integrity. The Migration Cockpit also allows modeling of non-standard objects.

In addition, LSI's reference system accelerator comes with a number of standard conversion processes. This ensures high quality conversions with pre-tested programs.

Once the mapping is completed LSI consultants will:

- Confirm the exact number and type of automated conversion programs required.
- Write functional and technical specifications for each of these programs.
- Obtain sign off.

Build (Realize Phase)

For data conversions coming to SAP from State legacy systems, State will have the responsibility to design, build, and test the programs that extract data from legacy systems, convert the data to a format usable by the SAP system, and provide the data in a formatted flat file to LSI for loading into SAP. During the Realize phase, the State will develop and test programs to extract and transform data from the legacy systems. This includes completing missing data fields, eliminating redundant data and ensuring references to other datasets are correct. State may need to develop spreadsheets or temporary databases (e.g. MS Access databases) to store the data with appropriate key references. The next step will be to create flat files in the formats provided by LSI.

LSI will be responsible for the design, building, and testing of the programs that read these flat files, as-is, and upload the data to SAP. LSI will rely on State experts to participate in this process by validating the loaded data and ensuring that the data in the source systems or in the temporary databases is corrected whenever validation problems are encountered.

Test / Implement (Realize Phase)

After the data conversion processes have been individually tested, multiple mock conversion cycles will be executed in the Test and Quality Assurance system to test all the dependencies between the

conversion programs. For example, budget would be loaded after chart of accounts codes have been loaded to ensure all chart of accounts codes required for the budget load have been correctly converted.

In each case the testing is directed at making sure data converted is complete and accurate and supports the business processes that require the data. Tools within the system are used to validate the data. For example, one will want reports that indicate discrepancies between entities/tables and attributes/columns. These reports will indicate whether there is a mismatch between the number of entities versus tables and/or attributes versus columns, identify naming convention violations and seek out data definition discrepancies.

Issues identified during testing are corrected for the final load. All data model changes, transformation rule adjustments, and script changes are made to ensure that the converted data is of the highest quality possible.

Deploy (Deploy Phase)

In the Deploy phase all of the mappings are validated and successfully deployed in a series of scripts that have been thoroughly tested. The actual deployment is planned at a highly detailed level in the Cutover Plan. All resources are identified and task completions and notifications as well as contingency measures are documented. Activities in this phase include.

- Perform cutover plan/checklist.
- Perform real data conversion load (according to the data conversion plan) to Production.
- Perform last-error checking.
- Validate data in each module.
- Verify that the system is ready to go live.
- Freeze legacy system (may require staggered freezing prior to extraction of data)
- Perform cut over and go live.

Our approach to data conversions is to work with State to define the data requirements during the Explore phase and to map that data to SAP. For automated batch conversions coming to SAP from the State legacy systems, State will have the responsibility to design, build and test the programs that extract data from legacy systems, convert the data to a format usable by the SAP system, and provide the data in a formatted flat file or Excel to State for loading into SAP.

State will be responsible for the design, build and test of the programs that read these files, as-is, and upload the data to SAP. We will rely on State experts to participate in this process by providing advice and counsel, answer questions, and help ensure that the data in the source systems is corrected whenever validation problems are encountered. (This includes completing missing data fields and eliminating redundant data). Data cleanup will be the State's responsibility and will be assisted by the State team.

Data Conversion Tools

SAP delivers a variety of conversion tools. Depending on the complexity, source and number of

conversion objects determines which tool to use. State will determine which tool to use during the planning and analysis step of the conversion strategy.

BAPI/RFC: These are synchronous-capable programs mainly designed to process in-bound SAP objects. SAP offers many business application programming interfaces (BAPIs) that support most standard transactions such as General Ledger Postings, Material Masters, and State Master. Because BAPI uses direct table updates, it is very fast. For this reason, BAPI is the best option when performance is an issue. The disadvantage of using BAPIs is the rigid data format required for input.

BDC: Batch data communication (BDC) is an asynchronous approach to in-bound interfaces that use SAP screen flow simulation for data entry. The advantages of using BDCs are the ease of development, flexibility, and the ease of error handling. The disadvantages are poor performance and high dependency on configuration.

LSMW - Legacy System Migration Workbench: The LSM Workbench is an SAP-based tool that assists in transferring data from non-SAP systems ("Legacy Systems") to SAP systems once or periodically. The tool supports conversion of data of the legacy system in a convenient way. The data can then be imported into the SAP system via batch input, direct input or BAPI. Furthermore, the LSM Workbench provides a recording function that allows generating a "data migration object" in an entry or change transaction.

The main advantages of the LSM Workbench:

- Part of the SAP system and thus independent of individual platforms
- A variety of technical possibilities of data conversion:
- Data consistency due to standard import techniques:
 - Batch input
 - Direct input
 - BAPI (Business Application Programming Interfaces)

Reconciliation Process

The data reconciliation process is the most important activity during data conversion, since it defines the data quality in SAP upon go-live. The reconciliation process depends on the data transformation method of the converted data. The transformation method ranges from simple transformation to complex transformation.

A simple transformation has the following characteristics:

- Almost all data fields are unchanged from the legacy system
- Small number of conversion data
- One-to-one conversion relationship

Simple transformations are usually used for master data, such as vendor master data, cost centers or locations. For these types of conversions, we recommend using standard SAP reports to reconcile the converted data. The converted data can be downloaded to Microsoft tools and compared using Excel look-up methods.

A complex transformation has the following characteristics:

- All data fields are changed
- Usage of crosswalk tables during conversion
- Large number of conversion data
- One-to-many, many-to-one, many-to many relationships

Complex transformation is used for transactional data, such as balance sheets, AP open invoices or payroll data. Transactional data require a sophisticated reconciliation process. From our prior experience, State uses different reconciliation processes depending on the conversion data. The following list is examples of methods used:

- **Balance Sheets:**

The SAP conversion program reads the legacy data and transforms the data using crosswalk tables. This program creates a reconciliation report which lists all data records with legacy data elements and converted data elements. This report can be freely sorted and subtotaled by legacy and SAP data elements. This allows reconciliation of the data against legacy reports confirming that the data extraction is correct, comparison of crosswalk table results and finally ensuring that the converted data have the correct SAP data elements.

Appendix D: Implementation Services Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix D_Implementation Service Requirements.doc*.

Evaluation Criteria 6: Business Solution – On Going Services

Business Solution – On Going Services (Confidential)

After the SAP S/4HANA project Go-Live, there will be post Go-Live support / Application Management Services (“AMS”) Services provided by LSI. These services include ensuring systems are up and performing as per SLA, backups are performed regularly, troubleshoot any system crashes, recover databases if necessary, applying operating system and database patches as needed, transports, SAP application monitoring, day to day Basis support, security, applying OSS notes. SAP application support will include functional [for example Finance operations, Procurement and Human Capital Management modules], and also technical [for example System Administration, Integrations, Security], as needed, to resolve any specific issues. Also included will be SAP Support packs, which can be applied quarterly, or annually. State will not be responsible for reviewing, selecting and implementing updates, but will be responsible for performing regression testing of all critical business processes, after we apply these support packs. The availability of business staff to perform the regression testing will be critical, and often impacts the frequency of updates (i.e. annually vs quarterly). These services do not include SAP software upgrades (supplied separately by licensor).

LSI Application Management Services (Confidential)

LSI, as the first and most experienced SAP Public Sector implementer, presents State with the right choice to get the job done on time, in scope and on budget through a careful, thoughtful, well-articulated support services approach. We bring important and unique strengths and capabilities to State including:

- Our business and IT thought leadership and knowledge of the Public Sector
- Our re-useable intellectual capital from years focused solely on the U.S. Public Sector as industry professionals and as consultants, crystallized in our peerless on time and on budget track record of SAP implementations, as well as our best practice template for SAP local government implementations, which is marketed as “GovOne.”
- Our proven ability to provide deep support for the scope of services in the RFP.

Built specifically to serve Public Sector enterprises, LSI is organized by Centers of Excellence (CoEs) or functional and technical practices that are designed to bring high impact and value-added services to our clients in a cohesive, well managed approach.

To our knowledge, there is no other SAP consulting firm in the country that is able to bring the confluence of this depth of proven expertise and track record of implementation success to this project, with reference to the team we have assembled. We also recognize the importance of ensuring there is involvement from SAP our long-standing continued partnership will be instrumental in ensuring this.

As a corporation LSI has had a preferred vendor status with SAP Public Services since our inception in 1998 and remains a certified SAP Services and Development Partner today specializing in the co-development, client implementation and support of SAP Public Sector functionality.

LSI has been focused on customer support since 1998.



LSI Managed Services

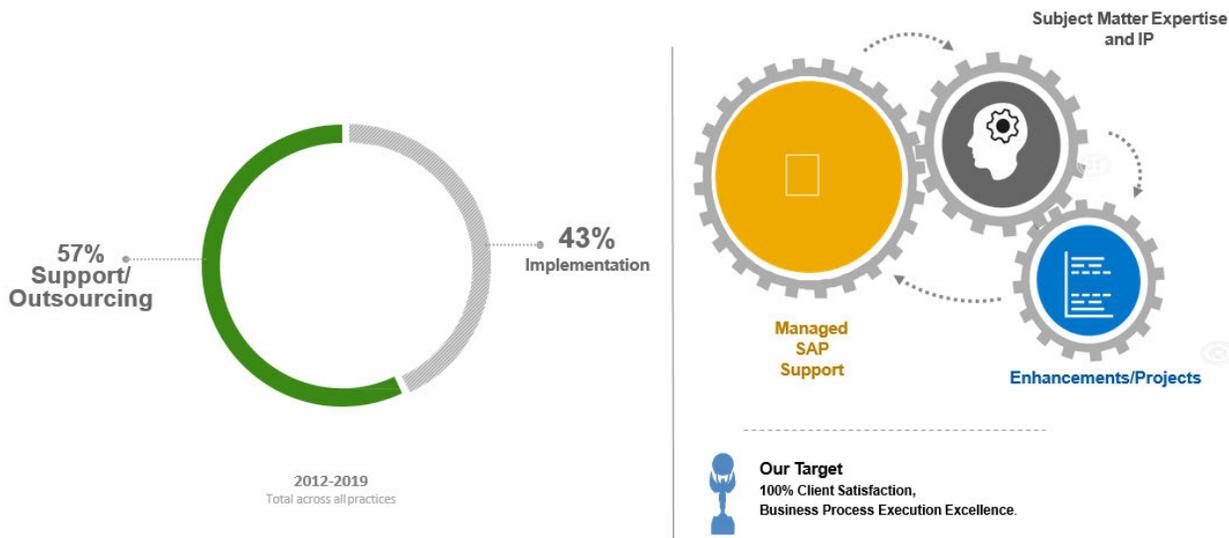


Figure: LSI Company-Wide Support Makeup

With over 300 dedicated Public Sector consultants, access to hundreds of certified contractors, and a strong track record of performance, LSI is well positioned to deliver SAP-centric programs on time and on budget. LSI has the resources and capabilities to support all of the technical and functional categories as described in State Scope of Services.

All systems support and staff augmentation services are delivered through LSI’s dedicated Application Managed Services organization. LSI’s Application Management Services were designed to augment our customers’ in-house support teams and are easily adaptable to integrate with State in-house support staff.

Production Support Proposed Approach and Methodology

With SAP Configuration and customization industry knowledge matters. Since our inception in 1998 LSI has been and remains a dedicated Public Services industry consultancy. In this capacity LSI is an SAP development partner working with SAP to define industry best practices and improve Public Sector functionality. The average experience level of LSI’s functional consultants’ resources is 10+ years.

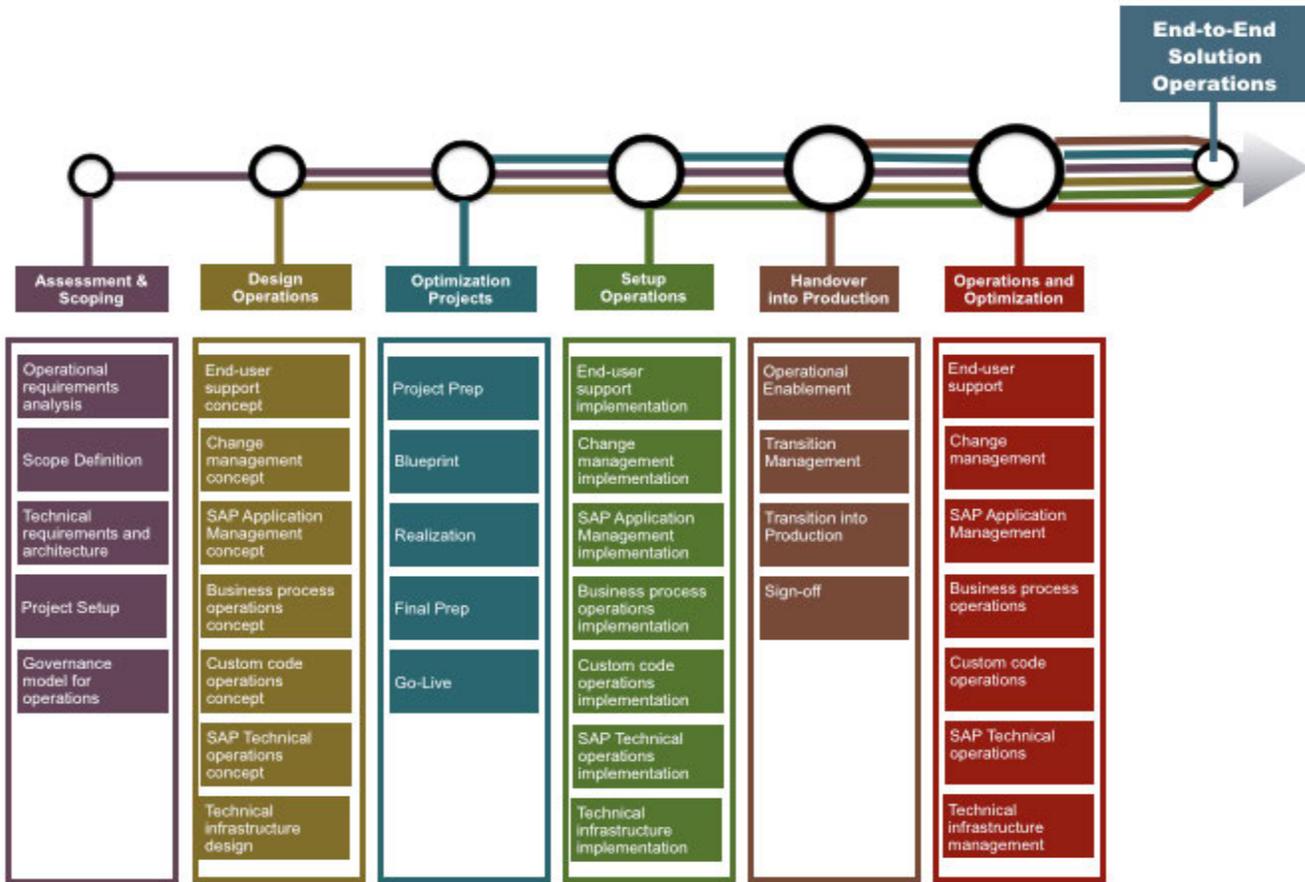
LSI is organized into Centers of Excellence, or practices, in respective functional areas, which serve LSI’s clients in each of the Public Sector micro-verticals. Additionally, LSI possesses a strong PMO practice, which organizes and reinforces project management best practices, and quality assurance activities across all delivery lines.

While SAP methodologies have mainly centered on new implementations, SAP has responded to its customers’ requirements to more effectively run and optimize existing SAP operations with its Run SAP methodology. The Run SAP methodology focuses on 16 core standards, which provide best practice processes for the administration and support of SAP environments utilizing Solution Manager as a core, but not an exclusive tool.

LSI believes methodology alone is not a substitute for customer and industry knowledge; however,

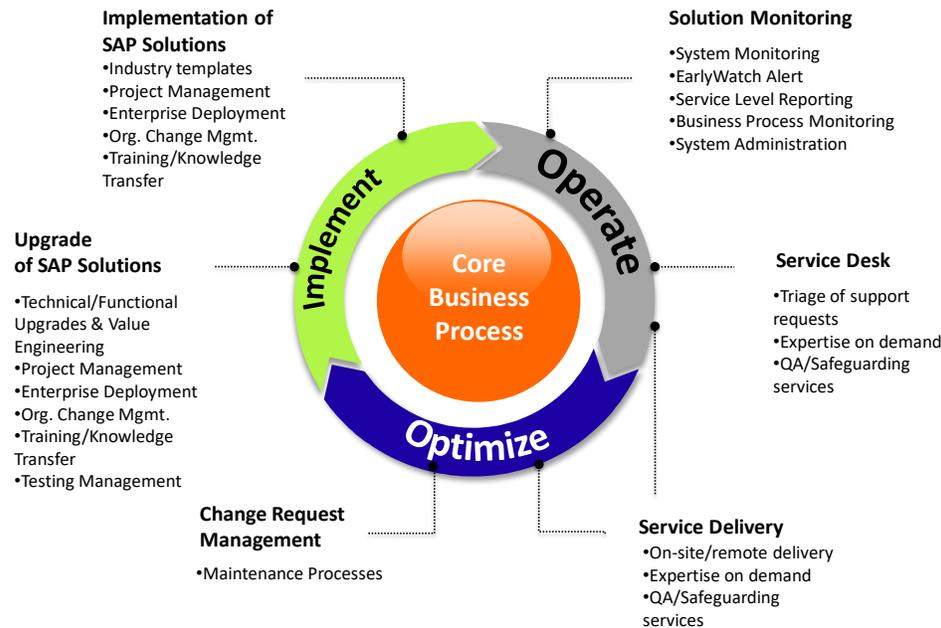
the tools and overall best practice processes serve in the organization and coordination of LSI's service delivery.

Run SAP's main components are illustrated in SAP graphic below. LSI adheres to the basic tenets and phases illustrated.



LSI Modified RunSAP Methodology

LSI has modified the Run SAP methodology to also include the introduction of mini-project cycles during the application lifecycle. It has been our experience that when existing SAP customers engage with LSI, they are also looking for our expertise to guide them through a roadmap of optimizations and implementation of additional functionality to leverage their original SAP investment. We have created this modification to the Run SAP methodology specifically for this reason.



LSI AMS™

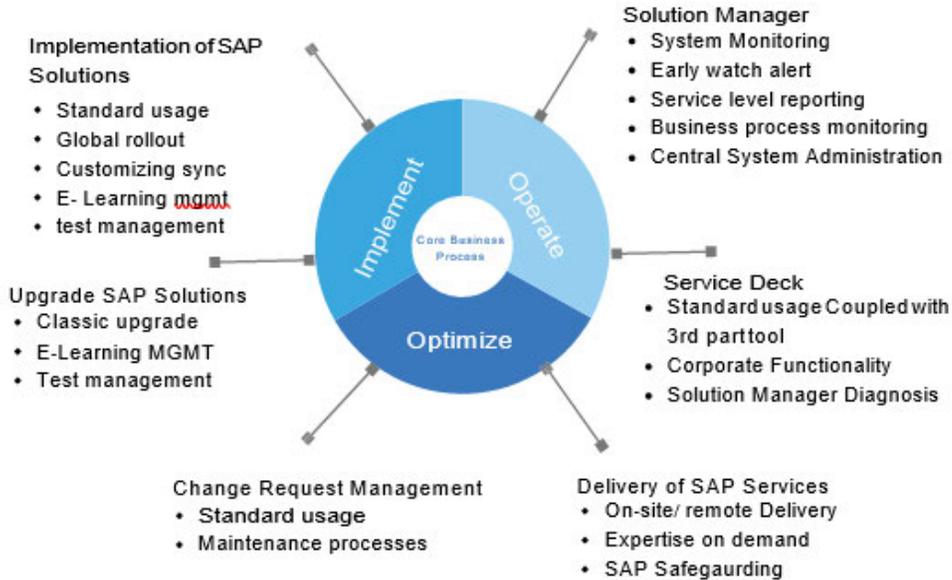
Solution Manager Tools

The core support enabler in the Run SAP methodology is Solution Manager, which includes the following tools:

- Centralized Administration (Work Centers)
- Project Management
- Test Management
- IT Technical Reporting
- Installation Keys
- Software Maintenance and Patching
- Service Desk
- Centralized Monitoring
- E2E Root Cause Analysis
- Business Process Monitoring
- Centralized Alerting
- Early Watch Reporting
- Support Call Management between State and SAP
- Change Management

LSI will make use of all of these tools, with some modifications. LSI will also use our own custom assessment templates and test scripts. These templates and scripts are based on over 22 years of SAP experience.

SAP Solution Manager Scenario



Project Management and Advisory Experience

LSI has an unparalleled record of on time and on budget projects. In fact, every project and every client of LSI’s since our inception in 1998 are referenceable. LSI’s success can be directly related to our project management capabilities. LSI has managed project of over two years in duration and with budgets exceeding \$30M. Our project managers average over 15 years of IT service experience and over 10 years of project management experience.

For both functional and technical disciplines, LSI employs a staff of solution architects who are responsible for the development of the overall vision that underlies the project and transform that vision through execution into the solution. The solutions architect becomes involved with a project at the time of inception and is involved in the Functional Analysis (FA) of developing the initial requirements. They then remain involved throughout the balance of the project.

LSI’s solution architects’ responsibilities include the following:

Business Planning and General Management

- Take ownership of a particular solution offering
- Develop and execute a solution strategy and configuration/development plans

Subject Matter Expertise

- Act as visionary and strategist for solution product area

- Survey market landscape for solution insights, direction, vendors, and methods
- Provides expertise to identify and translate system requirements into software design documentation
- Work with technical writers to ensure quality internal and external client-oriented documentation
- Speak at trade conferences and seek authorship opportunities in trade publications

Methodology and Quality Assurance

- Lead development of formalized solution methodologies
- Build and maintain repository for deliverables, methodologies, and business development documents
- Interface and coordinate tasks with internal and external technical resources. Collaborates with project managers and technical directors to provision estimates, develop overall implementation solution plan, and serve as a lead as required to implement the installation, customization, and integration efforts
- Oversee aspects of project life cycle, from initial kick-off through requirements analysis, design, and implementation phases for projects within the solution area
- Provide quality assurance for services within the solution area
- Write or direct the writing of white papers that add further insight and thought in the solution area

Work Force Management, Supervision, and Mentoring

- Manages a team of direct reports who drive service lines in the solution area
- Assists staffing coordinators who define project team requirements for projects in solution area
- Work with the Delivery Services Director to define overall recruiting needs and expertise in solution area
- Work with the Delivery Services Director to establish professional development needs for practitioners in solution area
- Mentor and guide more junior technical resources
- Feed the overall project status to the senior management

LSI's solution architects are well versed in solution presentation and delivering technical briefings, frequently presenting at SAP's AUSUG and Sapphire conferences.

Support Area Matrix

LSI's Application Management Services were designed to augment our customers' in-house support teams and are easily adaptable to integrate with the State in-house business operations and support staff.

LSI's Competency Center is headed by a Competency Center Manager. The business and technical team leaders are one level below the manager; there is one team leader for each of the business or technical functions. Each team leader will govern over a team of support resources.

The State will be assigned a Competency Service Manager, who is a Senior SAP Manager/Solution Architect and is responsible for coordinating support services and account management. In addition, the Service Manager formally communicates LSI's suggestions for software solution or business process improvement. The following provides job descriptions for key Competency Center staff, as well as the key competency required for the State SAP support organization:

- The Service Manager is responsible for integrating AMS resources with the State implementation program management office, current competency center operations, support desk, and super users. The Competency Center Manager is tasked ensuring a smooth transition with the competency center support team.

This transition process includes the following:

- Infrastructure readiness assessment for AMS delivery
- Business Solution Knowledge Transfer to AMS including application and documentation review
- AMS education for key State users
- Initiating the call management processes
- Review of the customer-specific Solution Manager framework for monitoring
- Communication regarding processes for Service Level Agreement (SLA) management and business Key Performance Indicator (KPI) reporting

Service Manager Responsibilities

The Service Manager is responsible not only for support transition, but also for coordinating all ongoing AMS support activities going forward. This includes quality of services monitoring, escalation management, and periodic reporting. The Service Manager's responsibilities can be grouped into the following categories:

- | | |
|---|---------------------------|
| • LSI's AMS Application Initiation Services | • Support Service Quality |
| • Ongoing Application Support | • State Satisfaction |
| • Support Staff Management | • Application Enhancement |
| • State Service Center Operations | • Application Evolution |

The Service Manager is the primary contact for executive level problem escalation and conducts regular meetings with each customer to review reports and discuss the current application status, support issues, and future implementation or enhancement plans, as well as other issues.

Team Leaders

The support staff team leaders report to the service manager and are the second level of account management. The AMS Team Leaders are senior level SAP architects/consultants or project support leads. There is a team lead for each specific area of service (e.g., FI, FM, HCM, SRM, Basis, Analytics, EAM, Success Factor, and HANA). The team leaders will direct the support staff and coordinate with the Service Manager to ensure that the services level requirements and quality standards are met.

LSI Support Staff

LSI employs 100 full-time staff and 200 prequalified subcontractors. For many organizations, support is a side business used to train junior level consultants. At LSI, we use our best, most experienced consultants that have earned Application Management Service (AMS) positions. This just makes sense; most of our customers have been running their SAP system for ten or more years and have seasoned support staff. Our customers count on LSI to solve the tough issues, augment existing experienced staff, and implement the latest SAP functionality.

LSI Application Management Services (AMS) – Help Desk

LSI AMS services were designed to complement our customers in house support team. Our service is easily adapted to integrate with the State support provider.

LSI's Application Support Services offers application support across all modules. Support is made available at a predetermined rate, with guaranteed response time. End-users simply call a dedicated toll-free number, or enter their problem tickets over the web to receive direct access to consulting resources.

Application Helpdesk support covers Level II Application Critical Support, and Level III Application Enhancement Support, as defined below.

Level II Support – Tier Two

Level II application support, also called Tier Two Support is provided as a compliment to Level I helpdesk support. Level II provides support for State in-house support personnel. Level II support covers program failures, undocumented errors and general system diagnosis and trouble shooting and is for problems that cannot be handled by internal State support personnel. Access Level II Support will be limited to named customer support personnel or personnel so authorized by State.

Level III Support – Tier Three



Level III or Enhancement Support is designed for customers who want to expand the functionality of their current systems. Level III (Tier Three) support must be approved by the State Support Manager. The intention of Level III is to give State flexible and cost-effective access to consulting resources to continually improve State SAP systems. Each level III request is priced separately and will be evaluated, quoted on a case by case basis, and must be approved by the customer. Tier Three support is included in the hours and tends to involve the use of more hours than the typical Level I and II support requests. LSI provides quotes to give the customer Support Manager visibility into the impact of Level III support requests on their retainer hours. Enhancement support is available for all SAP modules, ABAP, and Basis Support.

Level	Urgency	Effect/s	Maximum Response Time
Priority 1	Very high	A productive system is not available; there is an interruption of an essential component or a critical business process for one or more business units that also cannot be removed by a manual workaround. There is a direct business impairment; an immediate negative effect on the business result can be expected for sure. The interference causes a complete inability to work of individual groups or teams working under business-critical deadlines. This is generally caused by the following circumstances: complete system outage, critical data exposures (examples: HIPAA PII or other information relating to or identifying any individual person) malfunctions of central Application functions in the production system.	Response time up to 60 minutes.
Priority 2	High	Critical business process or a critical function (for example printing or interface) a significant business impairment with effect on the business result can be expected, a manual workaround is available, however. The customer requires support within a critical business process connected to a short-term deadline to avoid effects on the business result. This is caused by incorrect or inoperable functions in the production system that is required to perform such transactions and/or tasks.	Response time within 2 hours
Priority 3	Medium	Business process or a function, minor business impairment without any effects on the business result is possible, a manual workaround is available. The customer requires support within a business process connected to a deadline but which cannot cause any critical effects on the business result. The customer orders an extension or optimization of an existing critical business process. A message is assigned Priority 3 if in a production system critical/necessary tasks can be completed with a certain level of inaccuracy or deviations.	Response time within 4 hours
Priority 4	Low	A general improvement in the system is necessary; there is no immediate influence on the business result. The customer requires handling support for a subject without deadline and without influence on the business result. The customer orders an extension or optimization of an existing business process without any deadline and without any influence on the business result.	Response time within one workday

Resolution Time

Resolution time begins at the time a call is assigned to a consultant and ends with a documented problem resolution. When a consultant accepts a call response time ends and resolution time begins. Calls vary in complexity; therefore, resolution time is not guaranteed, however escalation based on the resolution time is guaranteed. Resolution time is system monitored, all calls exceeding the stated resolution time are automatically escalated to the application area team leader. Subsequent escalations are flagged with increasingly higher levels of urgency and ultimately, if need escalated to the CSM. The clock on resolution time stops only when a documented solution is submitted, and the end user is notified of the solution.



Call Flow

State super users/ end users (as defined and authorized by State) will contact LSI via Phone or via a dedicated web interface. All web tickets will come to the Application Helpdesk (customer service) desk. Each ticket is given a unique number for tracking and escalation path and is automatically dispatched. The consultant assigned to the problem ticket must contact the end user within the response time. Response time will be measured starting at the time the ticket is created and ends when the customer is contacted.

Call Escalation

LSI's AMS Problem Ticket database continually measures response and resolution time. If response or resolution time is exceeded the call is automatically escalated to the Helpdesk Manager by the problem ticket tracking system.

Closing a Call

Closing a call requires customer acceptance and must also be formally closed in the problem ticket system. A call will only be considered closed when a solution has been given to and accepted by the customer. Acceptance may be verbal or written (e-mail). Closing a call in the problem ticket system requires that a solution is entered into the system and that the call is changed to status closed by the consultant assigned to the problem ticket.

AMS Contract – Flexible Service

The LSI SAP Application Management Services (AMS) contract is a highly customized, client-focused support vehicle to “get the job done.” Support Models can range from full time onsite to a pool-of-hours model allowing clients to access expert consultants without the need to bring on full-time resources. AMS is staffed with platinum-level consultants, most of whom have more than ten years of SAP consulting experience. The contract typically includes:

- Timelines and key milestones
- LSI and client team structures
- Detailed roles and responsibilities
- Service Level Agreement (SLA)
- Goals and objectives
- Metrics to measure LSI performance
- Reporting requirements to report on LSI performance

At LSI, we pride ourselves in our flexibility in working with our clients. Our flexible approach allows for fine-tuning of the contract parameters, even after the start of the contract, as both LSI and State come to a deeper understanding of the requirements and dynamics of the engagement. It is LSI's unique culture and our customer focus that drives us to do the “right thing” for our customers and outperform expectations.

LSI Cloud

The LSI Cloud Services (LSI Cloud) offering is a comprehensive virtual private cloud infrastructure combined with managed services. Using LSI Cloud, customers can run their SAP HANA applications in a managed cloud environment. It delivers the power of real-time in-memory technology with cloud simplicity.

LSI Cloud is LSI-managed virtual private cloud based on the Amazon Web Services Elastic Cloud Compute (EC2) service, offering end-to-end cloud-based infrastructure and managed services for select custom applications powered by SAP HANA. It is a fully scalable, enterprise-ready, mission-critical, secure and high-availability cloud service with a full-managed services approach offering the following:

- All system and database administration handled by LSI
- Very high availability and industry-leading disaster recovery and security protection
- The strength of an SAP-managed and SAP-delivered solution
- The power of real-time in-memory technology with cloud simplicity
- Reduced risk and disaster recovery
- Reduced TCO due to economies of the cloud
- Accelerated business value due to power of HANA

LSI Cloud delivers the power of real-time in-memory technology with cloud simplicity and agility, so the State can:

- Focus on the core competencies need to support applications
 - Reduce the need to maintain system and database administration skills internally
 - Keep your organization business-relevant
 - Reduce costs
 - Stop worrying about load balancing, disaster recovery and security
-

Managed Services

LSI Cloud provides you with access to a wide range of managed services. These include a recommended assessment to gauge your readiness for cloud deployment, application management to alleviate the burden on IT, and custom services like application development to help you maximize the value of SAP HANA. As part of the offering, you also receive rapid onboarding and data migration, full technical support, and the complete range of infrastructure hosting services.

Enterprise-Grade and Industry-Standard Security

AWS data centers have enterprise-class protection including data, network encryption, firewalling, network isolation, and intrusion detection. Additionally, we have high availability and disaster recovery capabilities as part of our managed services offering. AWS-provided security features include:



- **Secure Access** – Customer access points, also called Application Programming Interface (API) endpoints, allow secure HTTP access (HTTPS) so that customers can establish secure communication sessions with their AWS Cloud services using Secure Socket Layer (SSL)/Transport Layer Security (TLS).
- **Built-In Firewalls** – Customers can control how accessible their instances are by configuring built-in firewall rules—from totally public to completely private or somewhere in between. And when instances reside within an Amazon Virtual Private Cloud (Amazon VPC) subnet, customers can control egress and ingress.
- **Unique Users** – The AWS Identity and Access Management (IAM) tool allows AWS customers to control the level of access users have to AWS infrastructure services. With AWS IAM, each user can have unique security credentials, eliminating the need for shared passwords or keys and allowing the security best practices of role separation and least privilege.
- **Multi-Factor Authentication (MFA)** – AWS provides built-in support for MFA for use with AWS accounts as well as individual AWS IAM user accounts.
- **Private Subnets** – The Amazon VPC service allows customers to add another layer of network security to instances by creating private subnets and even adding an Internet Protocol Security (IPsec) Virtual Private Network (VPN) tunnel between a home network and Amazon VPC.
- **Encrypted Data Storage** – Customers can have the data and objects they store in Amazon EBS, Amazon Simple Storage Service (Amazon S3), Amazon Glacier, Amazon Redshift, and Amazon Relational Database Service (Amazon RDS) on Oracle and SQL Server encrypted automatically using Advanced Encryption Standard (AES) 256, a secure symmetric-key encryption standard using 256-bit encryption keys.

Support for High Availability and Disaster Recovery

LSI Cloud service level agreement components for high availability include:

- 24x7 customer support availability
- High availability of DC, HW, HDB, application uptime
- Data center availability 100%
- Power availability 100%

Disaster recovery in AWS is assured through continuous replication of data between availability zones. Availability zones are physically separated data centers located within an AWS region e.g. US West California. Most disaster recovery needs are fully served by this replication. This level of disaster recovery service is included in our proposal. If a higher level of replication (e.g. between regions such as US East Virginia and US West California) is required it can be set up at extra cost. The architecture is shown in the graphic below:



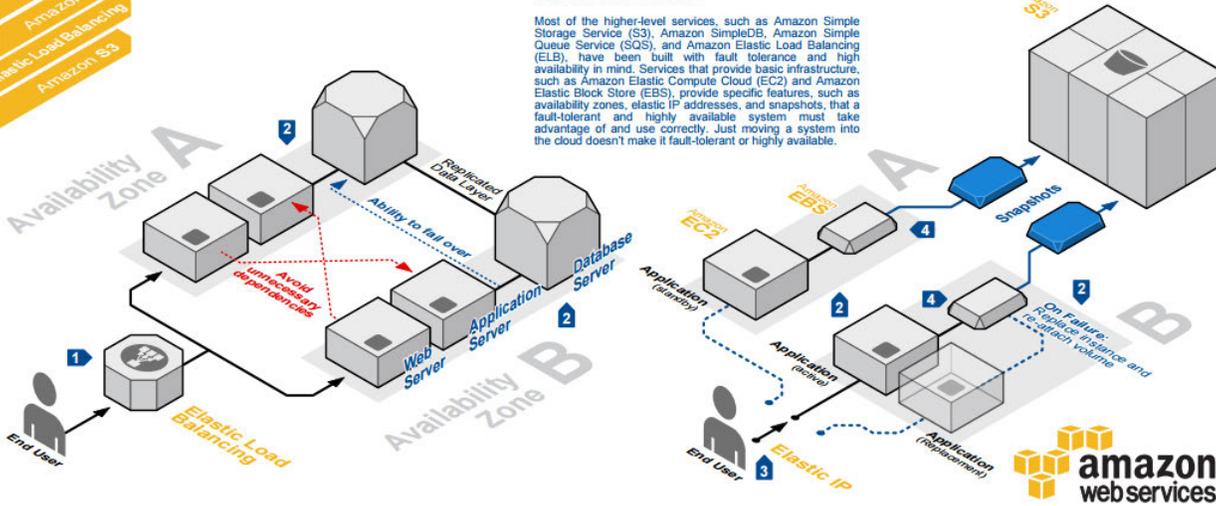
FAULT TOLERANCE & HIGH AVAILABILITY

Amazon Web Services provides services and infrastructure to build reliable, fault-tolerant, and highly available systems in the cloud. These qualities have been designed into our services both by handling such aspects without any special action by you and by providing features that must be used explicitly and correctly.

Amazon EC2 provides infrastructure building blocks that, by themselves, may not be fault-tolerant. Hard drives may fail, power supplies may fail, and racks may fail. It is important to use combinations of the features presented in this document to achieve fault tolerance and high availability.

Fault Tolerance and High Availability of Amazon Web Services

Most of the higher-level services, such as Amazon Simple Storage Service (S3), Amazon SimpleDB, Amazon Simple Queue Service (SQS), and Amazon Elastic Load Balancing (ELB), have been built with fault tolerance and high availability in mind. Services that provide basic infrastructure, such as Amazon Elastic Compute Cloud (EC2) and Amazon Elastic Block Store (EBS), provide specific features, such as availability zones, elastic IP addresses, and snapshots, that a fault-tolerant and highly available system must take advantage of and use correctly. Just moving a system into the cloud doesn't make it fault-tolerant or highly available.



System Overview

1 Load balancing is an effective way to increase the availability of a system. Instances that fail can be replaced seamlessly behind the load balancer while other instances continue to operate. **Elastic Load Balancing** can be used to balance across instances in multiple availability zones of a region.

2 **Availability zones (AZs)** are distinct geographical locations that are engineered to be insulated from failures in other AZs. By placing Amazon EC2 instances in multiple AZs, an application can be protected from failure at a single location. It is important to run independent application stacks in more than one AZ, either in the same region or in another region, so that if one zone fails, the application in the other zone can continue to run. When you design such a

system, you will need a good understanding of zone dependencies.

3 **Elastic IP** addresses are public IP addresses that can be programmatically mapped between instances within a region. They are associated with the AWS account and not with a specific instance or lifetime of an instance. **Elastic IP** addresses can be used to work around host or availability zone failures by quickly remapping the address to another running instance or a replacement instance that was just started. Reserved instances can help guarantee that such capacity is available in another zone.

4 Valuable data should never be stored only on instance storage without proper backups, replication, or the

ability to re-create the data. **Amazon Elastic Block Store (EBS)** offers persistent off-instance storage volumes that are about an order of magnitude more durable than on-instance storage. EBS volumes are automatically replicated within a single availability zone. To increase durability further, point-in-time snapshots can be created to store data on volumes in Amazon S3, which is then replicated to multiple AZs. While EBS volumes are tied to a specific AZ, snapshots are tied to the region. Using a snapshot, you can create new EBS volumes in any of the AZs of the same region. This is an effective way to deal with disk failures or other host-level issues, as well as with problems affecting an AZ. Snapshots are incremental, so it is advisable to hold on to recent snapshots.

Compliance with Industry Standards and Best Practices

The AWS Cloud infrastructure has been designed and is managed in alignment with regulations, standards, and best practices, including:

- Federal Risk and Authorization Management Program (FedRAMP)
- Service Organization Controls (SOC) 1/American Institute of Certified Public Accountants (AICPA): AT 801 (formerly Statement on Standards for Attestation Engagements [SSAE] No. 16)/International Standard on Assurance Engagements (ISAE) 3402 (formerly Statement on Auditing Standards [SAS] No. 70)
- SOC 2
- SOC 3
- Payment Card Industry Data Security Standard (PCI DSS)
- International Organization for Standardization (ISO) 27001
- ISO 27017
- ISO 27018
- ISO 9001
- Department of Defense (DoD) Security Requirements Guide (SRG) Impact Levels 2 and 4
- Federal Information Security Management Act (FISMA)
- US Health Insurance Portability and Accountability Act (HIPAA)
- FBI Criminal Justice Information Services (CJIS)
- National Institute of Standards and Technology (NIST) 800-171
- International Traffic in Arms Regulations (ITAR)
- Federal Information Processing Standard (FIPS) 140-2

- Family Educational Rights and Privacy Act (FERPA)

LSI hosted AWS cloud environment provides complete cloud solution for SAP platform deliver, SAP as a service. Our solution provides low cost, lower TCO, on-demand high performance, high testability, high scalability and high availability. It is a highly secure and compliant solution with network virtualization to provide integration with on premise user base and multiple SaaS delivery models.

LSI's Service Management approach is a customer-focused approach to delivering information technology. Our Service Management focuses on providing value to our customer and on the customer relationship. Service Management provides a framework to structure IT-related activities and the interactions of IT technical personnel with our customer. We believe in a service ready-to-use deliverable that is of value to the customer. Services allow customers to do business without worrying about underlying technology or IT infrastructure. Services must evolve in order to continue to meet the needs of the customer and respond to technological changes and advances. The Service Lifecycle is the overall framework used to identify, define, manage, and retire IT services. LSI operates its Cloud Management Services, which involves an Information Technology Infrastructure Library (ITIL)-based Information Technology Service Management (ITSM) support model. This model includes ITSM tooling, monitoring, and ticket management through the LSI Service Desk, as well as CMDB, engineering, implementation, resolution support, and overall management support across multiple teams.

LSI employs the following ITIL-based main processes as part of its best practices to bring outstanding quality services and operations to its customers:

- Incident Management
- Continual Service Improvement (CSI) Management
- Change Management
- Request Fulfillment/Service Request Management
- Problem Management

LSI has key roles and responsibilities using our Service Manager and Service Support Team to service our customers. The Service Manager has overall accountability for defining the service, ensuring services are delivered in accordance with agreed business requirements, and managing the service lifecycle. The Service Support Team function is to provide service-related input, review and disposition of service change requests, and resolve service-related issues

LSI implements a Service Level Agreement (SLA) which is an agreement between an LSI and the customer which details the parameters of the services to be provided. Key elements of the SLA include:

- Service Levels, such as response time, availability and support parameters
- Identifying responsible parties and processes for requesting service and getting help
- Setting reportable metrics in order to measure the performance and health of the service

Please see LSI's and the State's responsibilities for the tasks required to execute the above service management approach:

Task	Responsible	Accountable	Consult	Inform
Monitor, Track and Report on Data and Usage	LSI	LSI		
Granting Data access and Ingestion	LSI	LSI		
Maintain version control and configuration management	LSI	LSI		
Perform system Backup/Restore/Archiving	LSI	LSI		

Service-level agreements within Application Managed Services stipulate quick times for initial reactions and corrective action plans in order to solve incidents fast and effectively and minimize costly system downtime.

Message Priority	SLA Initial Response Time	SLA Corrective Action
VERY HIGH (1)	1 hour	4 Hours
HIGH (2)	2 Hours	1 business day
MEDIUM (3)	1 business day	3 business days
LOW (4)	2 business day	Priority as agreed by client and LSI

LSI shall respond to Priority 1 messages within one (1) hour of SLA’s receipt (of such Priority 1 messages. A message is assigned Priority 1 if the problem has very serious consequences for normal business transactions and urgent, business critical work cannot be performed. This is generally caused by the following circumstances: complete system outage, critical data exposures (examples: HIPAA PII or other information relating to or identifying any individual person) malfunctions of central Application functions in the production system.

LSI shall respond to Priority 2 messages within two (2) hours of SLA’s receipt of such Priority 2 messages. A message is assigned Priority 2 if normal business transactions in a production system are seriously affected and necessary tasks cannot be performed. This is caused by incorrect or inoperable functions in the production system that is required to perform such transactions and/or tasks.

LSI shall respond to Priority 3 messages within one (1) day of SLA’s receipt of such Priority 3 messages. A message is assigned Priority 3 if in a production system critical/necessary tasks can be completed with a certain level of inaccuracy or deviations.

LSI shall use reasonable efforts to respond to Priority 4 messages in a reasonable timeframe during SLA Local Office Time. A message is assigned Priority 4 if in a production system critical necessary task can be formed with accuracy but with new requirements or business realignment requests.



Application Administration

AMS are processes and methodologies for maintaining, enhancing and managing enterprise SAP environments. AMS includes development, implementation, integration, testing, maintenance and support (functional and technical) and help desk services. It also includes application monitoring as well as back-up and recovery of applications and interfaces.

- **Application Hosting.** We offer the ability to host your SAP applications with us. Our team of highly qualified architects can develop the ideal solution set to help you achieve the results you seek.
- **Help Desk Support.** We offer help desk coverage for SAP users in your organization. Our help desk staff continually assesses opportunities for improvement in incident management and call resolution.
- **Functional and Technical Support.** Our functional consultants leverage their experience across multiple engagements and domains to assist business process owners in change management initiatives. Our expertise extends across core SAP R/3 modules and mySAP Business Suite components.
- **System Administration and Monitoring.** Our system administration team supports implementation and rollout for new SAP projects through system configuration support and transport management, while our monitoring team uses SAP-provided tools such as CCMS and Solution Manager to monitor SAP system performance and execute corrective and routine maintenance activities such as backup and archival. Together, these teams are responsible for optimizing service levels, capacity, and availability management.

SAP Solution Manager is a platform to manage life cycle of the SAP solution in a distributed environment. The key features of SAP Solution Manager are:

- It provides tools, methods, and process management content that can be used during preparation of business blueprint, configuration, and implementation.
- Using SAP Solution Manager, one can ensure that the SAP solution environment is operating at its maximum potential with minimum cost.
- SAP Solution Manager provides integration tools for SAP BASIS Administrators to manage underlying infrastructure and application and business processes.
- It reduces the amount of effort required to manage the centralized SAP and nonSAP systems.
- In a distributed environment, SAP Solution Manager is managing system and SAP applications like-S/4HANA, BW/4HANA etc., and covers non-SAP systems in the solution life cycle.

The SAP HANA cockpit and the SAP HANA studio provide a number of monitoring tools; the Performance Monitor of the SAP HANA cockpit is particularly useful for analysis as it shows side-by-side visual displays of both system performance and the workload currently being applied.

Please see below for LSI’s and the State’s responsibilities for the tasks required to execute the above application administration

Task	Responsible	Accountable	Consult	Inform
Maintain Solution Identity, Authentication, and Access security configuration and processes.	State	State		
Configure the initial setup for Solution Identity, Authentication and Security Access and train State staff to maintain it moving forward.	LSI	LSI		
Maintain Configuration Log of distributed and implemented releases by the Vendor.	LSI	LSI		
Maintain Configuration Log of distributed and implemented releases for Solution configurations (Application, Process flows, Workflow, Reports, Interface and Customization).	State	State		
Receive, log and review functional releases from Hosting Vendor.	State	State		
Determine impact of release to installed configuration. Maintain Solution Configuration (Application, Process flows, Workflow, Reports, Interface and Customizations) Documentation (Specifications, test scripts, training documentation, help desk material).	State	State		
Implement, test, and deploy release.	State	State		
Document any customizations (Application, Process flows, Workflow, Reports and Interfaces).	State	State		
Identify, document, justify changes to solution configuration.	State	State		
Design and build configuration Changes in Development Tenant.	State	State		
Promote Change to Test Tenant and perform testing.	State	State		
Promote to Production and execute Deployment tasks.	State	State		
Schedule and perform Solution back-ups.	LSI	LSI		



Task	Responsible	Accountable	Consult	Inform
Request scheduled refreshes in Test environments	State	State		

Extension Management

SAP Cloud Platform Integration (CPI) provides a secure application container which decouples the extension applications from the extended SAP solution via a public API layer. This container ensures that extension applications have no impact on the stability of the extended solutions. It also ensures that data access is governed through the same roles and permission checks as those of any other SAP interface.

The ABAP Environment

In-App Extensibility

CPI offers capability of extending the existing S/4 HANA applications which are implemented to the vast majority in ABAP (back-end) and JavaScript (front-end) inside the ABAP stack. Which can be done by key user extensibility. The tool set consists of web-based apps for end-to-end creation of extensions, for example adding/deleting custom fields, custom logic etc. It is like modifying changes which were provided by SAP to key users when these apps were being developed. SAP has provided us with some options to modify apps till some extent. You can hide/delete, add fields and business logic add custom CDS views also. Write your own OData (Rest) calls or even create Custom CDS and later OData calls to bind them with data model. When using CDS we can only read and with OData(Rest) calls we can perform both read/write operations.

Key User Extensibility Tools

Completely web-based (developed along the Fiori principles and technology) tools and targeted for the key users and therefore easy to use. No deep technical knowledge is required. The modifications are lifecycle-stable as these modifications will still work when the system is updated.

In-app (key user) extensibility capabilities are exposed by extensibility Cockpit – an app directly integrated in fiori Launchpad that allows developers to browse through data and process models and visualize extensibility options for apps.

3rd Party Interface Support

- SAP Solution Manager offers a bi-directional interface to exchange messages between Service Desk and third-party help desk tools or another SAP Solution Manager.
- SAP Solution Manager Service Desk can be integrated into existing help desk applications.
- The interface is open, there is no preferred partner tool, although the partner tool must have the corresponding interface.
- It is based upon web services (simple, flexible and platform-independent), and 3rd party implementation can be certified by SAP.
- Forwarding a message into another help desk creates a corresponding message there.

Please see LSI’s and the State’s responsibilities for the tasks required to execute the above



approach:

Task	Responsible	Accountable	Consult	Inform
Work with State to develop an integrated process to manage a three-tier help desk.	LSI	LSI	State	
Provide Level 1 Help Desk support	State	State	LSI	
Develop support artifacts (knowledge transfer, help desk services documentation etc.).	LSI	LSI	State	
Provide Training for identified State Help Desk resources.	LSI	LSI	State	
Provide Level 2 Help Desk Support integrated with State's ticketing system	State	State	LSI	
Provide Level 3 support integrated with State's ticketing system.	LSI	LSI	State	

Please also see attached **LSI_Sample SLAs+ Project Contracting Docs_RFP-ERP-2020.pdf** for LSI's Sample SLA Support Policy as well as Software Licensing Agreements.

Appendix E: Ongoing Services Requirements

Please see attached **LSI_RFP-ERP-2020 Appendix E_Ongoing Service Requirements.docx**

Appendix F: Service Level Agreement Requirements

Please see attached **LSI_RFP-ERP-2020 Appendix F_SLA Requirements.docx**.



Evaluation Criteria 7: Price

Please see attached *LSI_Appendix L_Cost Workbook_RFP-ERP-2020_BAFO_FINAL.xlsx*

This Cost Workbooks also shows a 15 year cost model for the State.

Certification

LSI certifies that the services to be rendered shall be performed by employees paid at wages or salaries not less than the wages or salaries paid to public officers and employees for similar work; and that all applicable federal and state laws relating to workers compensation, unemployment compensation, payment of wages, and safety will be fully complied with.

LSI will be compliant with all laws governing entities doing business in the State and will supply evidence of compliance upon award of the Contract.

Offeror Checklist

Please see attached *LSI Consulting_Offeror Checklist_RFP-ERP-2020_FINAL.pdf*.

Assumptions (Confidential)

1. Any changes in the defined project scope must be agreed to in writing between the parties. Work will not proceed on any new requirements outside of the original budget and scope without prior written agreement between the parties.
2. The State will contract for all software licenses required prior to the commencement of the project.
3. The State and LSI will follow the LSI provided methodology to implement the software. The LSI provided methodology will take precedence over any other methodology introduced by the State or 3rd party consultants (unless it is in conflict with any State process required by statute to make decisions, maintain compliance, or enforce quality or security standards.). The LSI methodology may be modified, in order to meet Project requirements, by mutual agreement between LSI and the State.
4. The State and LSI will follow the LSI provided methodology to implement the software. The LSI provided methodology will take precedence over any other methodology introduced by the State or 3rd party consultants (unless it is in conflict with any State process required by statute to make decisions, maintain compliance, or enforce quality or security standards.). The LSI methodology may be modified, in order to meet Project requirements, by mutual agreement between LSI and the State.
5. The parties assume a continuous, linear progression through the phases of the LSI GovOne Methodology. The State's acceptance of Deliverables will constitute acceptance by all the relevant parties and organizational units within the State.
6. Both LSI and the State agree that decisions reached in completing milestones, tasks and stages cannot ordinarily be revisited without associated increases in overall price and /or offsetting changes to the Project schedule.

7. No significant change to the State's organizational structure is factored into the scope of this Project. Any impacts upon the Project (including on LSI's obligations) caused by any such organizational changes after the commencement date are out of scope and will be addressed through a Request For Change to the Statement of Work.
8. The State and LSI will jointly evaluate Project progress on an agreed upon regular and continuing basis. LSI is responsible for status reporting.
9. The Steering Committee will meet regularly to review Project status and resolve open issues. Such meetings will be held at least monthly. LSI representatives will be invited to participate in meetings unless the Steering Committee determines in its sole judgement that participation would not be in the best interests of the State for a particular session or portion of a session.
10. The State's full-time Project Manager will have authority to make day-to-day decisions on Project direction and resources in accordance with the Project schedule in consultation with the LSI Project Manager.
11. The State Project Manager is responsible for informing State management of any Project concerns or issues that may be communicated by LSI.
12. In case of sickness or vacation, the key State decision-makers will have an alternate assigned.
13. The State and LSI Project Management will conduct joint project resource reviews. If the Project Managers agree that an LSI or other team resource is not performing at the required level, they will promptly develop and execute a plan to replace that resource within a reasonable timeframe.
14. Implementation resources will be a mixture of both onsite and remote as agreed upon.
15. State Project team members must have a thorough understanding of the State's business requirements, as they relate to the SAP implementation and the ability and skills to draw information from others in the organization as well as provide feedback on the goals and progress of the Project.
16. State team members selected to participate should be key members of the areas that we are affecting with the implementation of the SAP Software.
17. Project team members will be empowered to act and make decisions in a timely manner as they relate to implementing the SAP system so as not to negatively impact the timeline or Project schedule. The core State Project team members will be responsible for delivering work products

consistent with the schedule in accordance with the agreed upon Project work plan.

18. Postponements and delays of scheduled events due to lack of State staff availability will likely result in an extended project schedule and/or additional fees.

19. The State and/or LSI agree that each may need to provide additional resources to the Project to meet deadlines or complete work as required by this SOW.

20. Failure to begin on the scheduled start date may impact the overall timeline as well as resource availability.

21. A Project of this nature will have “peak” periods where the Project team will be expected to work outside normal business hours.

22. LSI project staff will generally be available on site or remotely from Monday to Friday with changes for holidays and vacations as appropriate.

23. LSI will be the prime contractor. LSI may involve non-LSI consultants, on a mutually agreed upon basis, during the course of the Project as required.

24. The State will provide Project administrative support for the Project Management Office tasks such as scheduling of meetings, onboarding of new resources, etc..

25. The State will provide office supplies and a project office for the project team for the duration of the project.

26. The State will provide adequate workspace for Project personnel for LSI including such items as desk, telephone, LAN connection, photocopier, printers, and fax equipment.

27. An agreed upon high-speed connection to the SAP Software will be installed by the State within 30 days of Project start-up to facilitate access to SAP Service Marketplace.

28. The State is responsible for network availability within and between State facilities and offices.

29. The LSI team comes equipped with laptop computers capable of running the SAP GUI and other PC software used on the Project. Either the State will support the use of the LSI team laptops on its network or the State will provide PCs with the Microsoft Office Suite and e-mail capability for the Project team.

30. Project team members will be given local and remote access to the SAP environment. Secure VPN access to the customer network will be granted as necessary.
31. Full time, on-site Project technical support (e.g. telephone, desktop, printer, network, and email) for the Project team will be made available by the State.
32. The State will correct faults and outages in any component of the technical environments or other equipment, software and materials made available by the State to the Project Team in a manner that will not impact the Project schedule.
33. All materials will be developed in English. State is responsible for any translations required.
34. LSI will provide a single paper copy and a single electronic copy of all deliverables. The State is responsible for all further reproduction of the deliverables for its internal needs.
35. Any LSI named assigned project personnel are subject to availability. Any changes to project start date, timeline or scope may result in changes to LSI assigned project team staffing availability. Any changes made to staffing will be approved prior by joint PMO office in writing.
36. Procurement requirements, processes and configuration for the project will be provided by the EFS team
37. The scope does not include requirements for the Purchasing eProcurement project (other than the integrations already indicated in this EFS requirements matrix) or the Department of Transportation (DOT) specific procurement requirements and processes.

New BAFO Assumptions Explanation of Changes in the State's Appendix L(Cost Workbook)

1. Revised Pricing for Proposed SAP Solution SaaS Software in accordance with the State's revised CORE, EXPANSION and ~~OPTIONAL~~ PHASES.
2. Included all relevant and recommended Proposed SAP SOLUTION components to address the States revised Appendix A-1(CORE PHASE) Bond Requirements as outlined in our updated response
3. Materially lowered FY21-FY25, FY26-30 & FY31-25 Software Costs to the State based on a better understanding of the State's goals and objectives, removal of some assumptions we had, and overall pricing optimization
 - a. An approx. **17.1%** Price Decrease for CORE & EXPANSION PHASES

4. Revised and Updated TAB “ 8.Software-15 Year Guaranteed TCO” – which now provides the State
 - a. Lower overall – BASE (10 Year Contract [(FY21-25 + the First Optional Subscription Renewal Term (FY26-30))
 - i. An approx. **15%** Cost Reduction
 - b. Lower overall – Second Optional Subscription Renewal Term (FY31-35)]
 - i. An approx. **13.3%** Cost Reduction
 - c. Lower overall (15) Year SaaS Guaranteed Subscription Cost (FY21-FY35)
 - i. An approx. Overall **15.0%** Cost Reduction
 - d. Predicable, Consistent Annual Guaranteed Costs – Years FY21-FY25 / FY26-FY30 / FY31-FY35
5. Cleaned up formatting across Tables within TAB “2. Software” to be consistent
6. Cleaned up formatting across Tables within TAB “ 8.Software-15 Year Guaranteed TCO” to be consistent
7. Confirmation of what was not changed in our BAFO Response – which corresponds to, and/or affects Appendix L (Cost Workbook) associated with the Proposed SAP SOLUTION SaaS Subscription Pricing (Software Costs)
 - a. We did not remove any SAP Solution Components, their associated direct licensing quantities, proposed and outlined in our Original RFP-ERP- 2020 Response to the State.
8. Confirmation of what was changed in our BAFO Response – which corresponds to, and/or affects Appendix L (Cost Workbook) associated with the Proposed SAP SOLUTION SaaS Subscription Pricing (Software Costs)
 - a. In the TAB “7. Offeror Assumptions” we made the following updates to the Licensing Quantities provided by LSI of the Proposed SAP SOLUTION:
 - i. Deleted –
 - Original - (200) Concurrent Sessions - SAP Analytics Predictive Cloud Application
 - BAFO Update – Deleted this Solution Component in favor of increasing the overall Power-Users - SAP Analytics Predictive Cloud Application Licensing
 - ii. Adjusted –
 - Original - (400) State Power-Users - SAP Analytics Planning & Predictive Cloud Application
 - BAFO Update - (1,600) State Power-Users - SAP Analytics Planning & Predictive Cloud Application

LSI Attachments

LSI Consulting_Confidential Information_Form OF-3_RFP-ERP-2020_FINAL.pdf

Please see BAFO for updated response attachment. Please see BAFO for updated response attachment. Please see BAFO for updated response attachment. LSI Consulting_Appendix C Technical Requirements_FINAL.xlsx

LSI Consulting_Appendix D Implementation Services Requirements_FINAL.docx

LSI Consulting_Appendix E Ongoing Services Requirements_FINAL.docx

LSI Consulting_Appendix F Service Level Agreements Requirements_FINAL.docx

LSI Consulting_Appendix K Proposed Project Organization and Staffing_FINAL.docx

LSI Consulting_Resumes_RFP-ERP-2020_FINAL.pdf

LSI Consulting_Offeror Checklist_RFP-ERP-2020.pdf

LSI_About EnableNow_RFP-ERP-2020.pdf

LSI_NS2 Datasheet_RFP-ERP-2020.pdf

LSI_Partner Managed Cloud White Paper_RFP-ERP-2020.pdf

LSI_REFERENCES- Offeror Form OF-1_RFP-ERP-2020_FINAL.pdf

LSI_Markets and Capabilities_RFP-ERP-2020.pdf

LSI_Sample SLAs+ Project Contracting Docs_RFP-ERP-2020.pdf

Please see BAFO for updated response attachment. Please see BAFO for updated response attachment. Please see BAFO for updated response attachment. Please see BAFO for updated response attachment.



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About LSI Consulting

Established in 1998, LSI Consulting was formed from SAP's first US Public Sector implementations at MIT and the City of Phoenix and is the premiere provider for packaged SAP Public Sector implementation and integration services that enable cost effective and reduced risk engagements. LSI customers span the spectrum of US Public Sector markets including Federal, State and Local Government, Higher Education & Research, and Healthcare.





The State of Hawaii

LSI Consulting Response to RFP-ERP-2020 Enterprise Financial Solution

Due February 9, 2021 4:00pm HST



LSI
Innovative Solutions for the Public Enterprise



Transmittal Letter

Please see the following page:



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Evaluation Criteria 1: Offeror Qualifications

LSI Executive Summary (Confidential)









































LSI Financials (Confidential)

Please see attached ***LSI Consulting_Confidential Information_Form OF-3_RFP-ERP-2020_FINAL.pdf***.

LSI Background and Experience

Founded in 1998, from the first two SAP Public Sector implementations in the U.S.: the City of Phoenix and Massachusetts Institute of Technology, LSI Consulting, an S-Corporation, incorporated in MA, is an SAP Systems Integrator, authorized Software Reseller, and Certified Services and Development Partner. LSI was created with the intent of offering innovative business solutions and high impact SAP services and software for the Public-Sector market, with specific focus on end to end Public Sector operations including Finance, Budgeting, Procurement, Human Resources, Analytics, Data Warehousing, and Travel Management. LSI has grown over the last 23 years into a national practice while expanding our capabilities of SAP Public-Sector services to State, County, Municipal, Transportation, K-12, Higher Education & Research, Healthcare, Utility, Federal & DoD, Sport and Entertainment organizations.

LSI, as an implementation partner, presents the State with the right choice to get the job done on time, and on budget through a careful, thoughtful, well-articulated approach to a Best in Class SAP implementation delivering on client requirements and going above and beyond throughout the project and after Go-Live. We bring important and unique strengths and capabilities to this project including:

- Our business and IT thought leadership and knowledge of the Public Sector, specifically State and Local Government with numerous projects of similar scope and size.
- Our re-useable intellectual capital from over 23 years focused as industry professionals and as consultants, crystallized in our peerless on time and on budget track record of SAP implementations, as well as our best practice templates and rapid deployment solutions.
- Our proven ability to provide tailored and timely support for the scope of services in the RFP by working closely with your team thorough the lifetime of the project and ongoing.
- Our long-standing executive relationship with SAP Public Services, Inc. SAP Labs (product development) and SAP Global Support Services allowing us to manage and facilitate all product related questions with SAP quickly and efficiently with the right escalation channels.
- Our Official SAP PartnerEdge Gold status for Services and Development and an Official Value-Added Reseller of SAP Software focusing directly and only on SAP technology to enable your organization to have the highest quality specialized resources and solutions managed by a single point of contact and contract.



Through our dedicated and seasoned SAP Public-Sector consultants, and technical solution architects (with tenures of 10-15 years, and experience of 20+ years), as well as access to hundreds of SAP-certified contractors, LSI is well positioned to deliver services and solutions to meet and exceed the expectations of the State. LSI has approximately 295 employees as of January 2021 with access to over 300 specialized SAP consultants who support our projects on an ongoing basis. Our employee count has grown steadily throughout the last five years, and we continue to add and promote resources who come from the client side as well as the solution side ensuring we always keep our long term employees happy while diversifying our base with new skill sets and new technology expertise. Our growth has been tremendous, and our employees are at the heart of our success. We believe in a well-rounded culture, and values similar to the State.

LSI's customers (past and current) include the following (representative list):

State and Local Government (including School Districts as Component Units)	Higher Education/ Research and Healthcare (* Component Unit of respective State)
City of Houston, TX	Boston University
City of Phoenix, AZ	Broad Institute of MIT and Harvard Medical
City of Palo Alto	Central Michigan University
City of San Diego, CA	Duke University and Health System
Clark County, Nevada	Eskenazi Healthcare Indianapolis
Collier County, FL (Naples)	Johns Hopkins Healthcare
Commonwealth of Pennsylvania	Johns Hopkins University
Duval County School Board (FL)	Los Angeles Community College District
Houston Independent School District	MetroSouth Medical Center Chicago
Miami-Dade Public Schools	Weill Cornell Medical College
Monroe County, NY (Rochester)	Penn State University
Port Authority of San Diego	MIT Lincoln Laboratory
Prince George's County, MD	Montefiore Medical Center (New York, NY)
San Bernardino County, CA	Purdue University
San Diego County	Texas State University
State of Hawaii Department of Transportation Highways Division (DOH)	University of Arkansas
San Diego Metro Transit System (MTS)	University of Cincinnati
Santa Clara Valley Transit Authority (VTA)	University of Kentucky
Sacramento Regional Transit Authority (SacRT)	University of Mississippi and Medical Center
State of California – Trial Court System	University of Nebraska



State and Local Government (including School Districts as Component Units)	Higher Education/ Research and Healthcare (* Component Unit of respective State)
State of California - Dept of Water Resources	University of Tennessee and UT Health System
State of Colorado Department of Transportation	Wyoming Community Colleges
State of Nevada	Concordia University
State of Nevada Department of Transportation	Pennsylvania State System of Higher Education
State of South Carolina	Travis County, TX
State of Arkansas	Sedgwick County, KS (Wichita)
Federal/DoD Travis County, TX	
U.S. Navy	U.S. Army Material Command
MIT Lincoln Laboratory (U.S. Air Force)	USDA
NASA	U.S. Department of the Interior
Air University (U.S. Air Force)	

LSI Consulting has had our preferred vendor status with SAP Public Services since our inception in 1998 and remains a certified SAP Services and Development as well as Official Gold Partner and Value Added Reseller. Our organization specializes almost exclusively in the implementation and support of SAP Public Sector functionality. Below is our SAP Partner Profile:



[View Website](#) | [+1 \(9782616100\)](#) | [Contact Me](#)



Profile

This information is maintained by SAP.

Engagement Types	Sell SAP Solutions Implement, Service & Support Solutions
Partner Types	SAP PartnerEdge Service SAP PartnerEdge Sell
Partner Level	Gold
Solution Authorizations (partner dimensions)	Sell Authorization-SAP Analytics Sell Authorization-Database and Data Management Sell Authorization-Cloud Open Solutions Sell Authorization-SAP HANA Sell Authorization-SAP S/4HANA Sell Authorization-SAP SuccessFactors HCM Sell Authorization-SAP Ariba Solutions Service Authorization-SAP SuccessFactors HCM Service Authorization-SAP HANA Sell Authorization-SAP Ariba Snap Sell Authorization-SAP Business ByDesign Sell Authorization-Mobile Solutions

Figure 1: SAP Partner Profile for LSI Consulting

LSI was a principal participant in the design and development of the Funds Management (FM) module, which forms the heart of SAP’s Public-Sector Management solution. LSI’s founders and managing partners worked and continue to work with much of the senior management at SAP well before the Public Services business unit of SAP was formed, and enabled the establishment of SAP Public Services solutions in the US local government and higher education markets.

LSI, on the recommendation of SAP executive management, was brought in to support SAP America at the City of Phoenix, the first local government implementation of SAP in the U.S. After almost 23 years, LSI continues to have a long term partnership with the City, and aligns on as needed SAP support services as well as advisory capabilities to continue to educate and inform the City of new SAP technology and innovation which can positively impact the organization and most importantly the constituents of Phoenix.

LSI is widely considered to be the SAP Public Sector Finance, Fund and Grant Management, Budget, Procurement, HR and Business Analytics subject matter experts. We have implemented funds management and fund accounting using the Budget Control System in dozens of separate implementations and have helped many public-sector organizations optimize their SAP Public Sector solution. We have also implemented SAP’s Grants Management, Public Sector Collections and Disbursements



(Contract Accounting), Biller Direct (on-line bill payment), Treasury & Risk Management, Cash Desk, Bank Accounting, Project Systems, Plant Maintenance (now Enterprise Asset Management), and Supplier Relationship Management functionality as well as Human Capital Management and Business Intelligence (SAP Business Warehouse as well as SAP Analytics solutions) for dozens of US Public Sector clients. In addition, LSI brings together a team of experienced consultants and real-world professionals for best in practice SAP implementations and ROI realizations.

LSI provided both technical as well as business domain expertise in the development of SAP's Best Business Practices configuration for U.S. Public Sector. Our solution for automated, fully-formatted GASB 34 financial statements has been selected for presentation at national conferences as well as at the SAP Americas User Group ("ASUG") Annual Conference and North American Public-Sector Symposium, as well as at the Annual Government Financial Officer's Association (GFOA) conference.

LSI brings a cadre of Public Sector experts to our implementation team, featuring implementation experience from such clients as City of San Diego, Duke University, University of Kentucky, Los Angeles Unified School District, State of South Carolina, Amtrak, Santa Clara County, San Bernardino County, CA, Houston Independent School District, and others.

LSI is the only SAP partner that has implemented SAP Budgeting and Planning for Public Sector based on SAP's revolutionary in-memory HANA platform. LSI has implemented many operational and strategic solutions over the years, reutilizing and renewing business process and technical expertise into future iterations of SAP solutions and implementations, as well as LSI accelerators.

Built specifically to serve Public Sector organizations, LSI is organized by Centers of Excellence (CoE's) or functional and technical practices that are designed to bring high impact and value-added services to our clients in a cohesive, well managed approach.

LSI Consulting has provided product design, organizational change management, training design and delivery, and implementation consulting services for net new and existing SAP customers since the establishment of SAP Public Services Inc. We are frequently referred to within SAP circles as "the consultants' consultants."

Please see the following pages for LSI's Organization Structure followed by comprehensive SAP implementation and support experience:



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LSI Experience		Role	GIS	Integration	EM/Plant Maintenance	Mobility	FILO Including MM, FICO, GL, AP	Student Lifecycle Management (SLCM)	Procurement/Contract Mgmt/Sourcing	FM	GM	Budget & Planning	Banking and Treasury	Fixed Assets	Project Systems	HCM Including OM and PA	Analytics with SAP BW and Business Co.	SAP HANA Migrations and Developmen	Training	Security	Basia	Development - ABAP / Worklow	Updates	Ongoing Support Customer	AMS	Testing
		Prime																								
Air Products and Chemicals	Prime															✓		✓								
Air University (under Air Force)	Co-Prime						✓										✓									
Amkor Technology	Prime																✓		✓	✓	✓					
Boston University	Prime		✓			✓				✓	✓	✓		✓			✓		✓	✓	✓		✓			
Broad Institute of MIT and Harvard	Prime		✓							✓	✓	✓		✓			✓		✓	✓	✓		✓			
CA Department of Water Resources	Prime		✓			✓				✓	✓	✓	✓	✓			✓		✓	✓	✓		✓			
Caltrans	Prime																									
Central Michigan University	Prime		✓			✓					✓	✓					✓		✓	✓					✓	
Charlotte Hornets	Prime																✓		✓							
City of Palo Alto	Prime																✓	✓		✓	✓	✓	✓	✓	✓	✓
City of Phoenix	Prime		✓	✓	✓	✓	✓			✓	✓	✓		✓				✓	✓	✓	✓	✓	✓	✓	✓	✓
City of Portland, OR	Prime	✓	✓	✓	✓	✓	✓			✓	✓	✓		✓			✓		✓	✓	✓	✓	✓	✓	✓	✓
City of San Diego	Prime	✓	✓			✓				✓	✓	✓	✓	✓					✓						✓	✓
Clark County	Prime																✓									
Collier County	Prime		✓	✓		✓				✓	✓	✓		✓			✓		✓	✓	✓	✓	✓	✓	✓	✓
Colorado Department of Transportation	Prime		✓			✓											✓	✓	✓							
Commonwealth of PA																										
Concordia University	Co-Prime					✓				✓	✓															
Duke Athletics	Prime																✓	✓	✓						✓	✓
Duke University	Prime		✓			✓				✓	✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Duval County Public Schools	Prime																✓		✓	✓	✓	✓	✓	✓	✓	✓
Eskanazi Health	Prime		✓													✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Fulton School District	Prime										✓															
Houston Independent School District	Prime		✓	✓	✓	✓				✓	✓						✓		✓	✓	✓	✓	✓	✓	✓	✓
John Hopkins Medicine	Prime																✓									
John Hopkins University	Prime		✓								✓						✓		✓	✓	✓	✓	✓	✓	✓	✓
Los Angeles United School District	Prime		✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
MIT	Co-Prime		✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
MIT Lincoln Lab	Prime		✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Monroe County, NY	Prime	✓	✓	✓		✓				✓	✓						✓		✓	✓	✓	✓	✓	✓	✓	✓
Montefiore Medical Center	Prime		✓			✓				✓	✓					✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Nebraska State College System	Prime		✓			✓				✓	✓	✓				✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
New York Knicks	Co-Prime															✓	✓	✓								



LSI Experience		Role	GIS	Integration	EM/Plant Maintenance	Mobility	FILO Including MM, FICO, GL, AP	Student Lifecycle Management (SLCM)	Procurement-Contract Mgmt/Sourcing	PM	GM	Budget & Planning	Banking and Treasury	Fixed Assets	Project Systems	HCM Including OM and PA	Analysis with SAP BW and Business Obj.	SAP HANA Migrations and Development	Training	Security	BI/IS	Development - ABAP, Workflow	Updates	Ongoing Support Customer	AMS	Testing
ODU	Prime			✓		✓																				
Ole Miss	Prime		✓			✓	✓			✓	✓	✓	✓				✓	✓				✓	✓			
PASSHE	Prime		✓			✓				✓	✓		✓		✓		✓						✓	✓		
Penn State University	Prime					✓				✓	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓			
Port of San Diego	Prime		✓			✓				✓	✓		✓	✓		✓							✓	✓		
Prince Georges County, Maryland	Prime		✓	✓		✓		✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓			
Rockwell Collins	Prime																		✓							
Sacramento Regional Transit	Prime																									
San Bernardino County	Prime		✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			
San Diego County	Prime							✓											✓				✓			
San Diego Metropolitan Transit Authority	Prime	✓	✓	✓	✓	✓				✓	✓	✓				✓			✓	✓	✓			✓		
Sedgewick County	Prime																		✓				✓			
Sempra LNG	Prime							✓																		
State of Arkansas	Prime																✓	✓								
State of California AOC	Prime		✓			✓				✓	✓	✓				✓	✓						✓			
State of Hawaii DDT	Prime					✓																				✓
State of Nevada	Prime	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
State of Nevada Corrections	Prime															✓	✓									
State of South Carolina	Co-Prime										✓															
Travis County, Austin, TX	Prime		✓			✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			
University of Arkansas for Medical Sciences	Prime																		✓	✓						
University of CA-San Diego	Prime						✓																	✓		
University of Cincinnati	Prime		✓			✓				✓	✓					✓	✓	✓	✓	✓	✓	✓	✓			
University of Kentucky	Prime		✓	✓	✓	✓	✓			✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓			
University of Nebraska	Prime		✓			✓				✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓			
University of Tennessee	Prime																						✓			
USDA	Co-Prime										✓					✓			✓	✓	✓	✓	✓			
Weill Cornell Medicine	Prime					✓				✓	✓	✓	✓						✓	✓	✓	✓	✓			
WGS Services	Co-Prime															✓	✓						✓			
WR Grace	Prime															✓	✓									
Wyoming Community Colleges	Prime															✓					✓					



Reference 1 – State of Nevada

With its SMART 21 (Silver State Modernization Approach for Resources and Technology in the 21st Century) Project, the State of Nevada is replacing its 18-year old financial and human resources system with a comprehensive Cloud ERP solution to increase statewide productivity, operational efficiency, data driven insights, and enhance decision making for resource allocation.

Project Description

This \$90M project began in fall of 2019 and is will be complete in July 2022. LSI is providing the implementation, software and hosting services for the State using the Partner Managed Cloud (PMC) Model. Over 60 employees have been staffed for this project that is currently being delivered on time and on budget. Included in scope are:

- A. An integrated set of cloud-hosted software solution components to deliver the functional and technical requirements for a statewide implementation for the State of Nevada.
- B. Configuration of the SMART 21 components so that the solution meets functional and technical requirements specified in the RFP.
- C. Enabling technologies such as an integration platform to integrate with legacy applications, master data management to ensure data integrity across the solution components, business intelligence reporting capabilities, and externalized security authentication.

LSI provided end to end SAP software solution components to deliver the functional and technical requirements for a statewide implementation for the State of Nevada.

LSI is providing implementation services including project management, requirements validation and elaboration, business process design and solution configuration, integration services, data migration/conversion, solution testing, support for user acceptance testing, solution training, production service center/help desk support services, support for turnover transition and post-turnover support.

LSI is implementing SAP S4/HANA – ERP Platform, SAP S4/HANA - Financial Operations, SAP HANA - Data Processing Engine and Enterprise Data Warehouse, SAP BusinessObjects & Cloud Analytics - Data Reporting and Analytics Suite, SAP SuccessFactors Human Capital Management (HCM) Suite - Employee Central and Payroll integrating Workforce Software for Time Attendance and Sodales for Labor Relations, and SAP Concur – Enterprise Travel & Expense Management. This ERP project benefits over 1,500 core Finance and 23,000 core Human Resources users for the State of Nevada over a 10 year contract term. LSI has been working closely with the State, and with Gartner as IV&V oversight.



Reference 2 – Penn State University

This \$34M project began in summer of 2018. LSI replaced PSU's IBIS financial system with SAP S/4 HANA as the University's new Enterprise Financial System called the SIMBA Project. A total of 25 employees were staffed for this project that was delivered on-time and on-budget.

Project Description:

The University announced its intent to replace IBIS in 2017, and the widely used business suite SAP S/4HANA was selected as the best solution to meet the University's financial needs. LSI implemented a Cloud SAP S/4 HANA full Finance ERP System at the Public Sector Higher Education University working from a highly customized legacy mainframe system. This Cloud SAP S/4 HANA system went live in summer of 2020 during the COVID19 pandemic with virtual support from the dedicated LSI consulting team and the client. The PSU Enterprise Financial System replacement project, called SIMBA, will increase the University's business agility through improved processes, reporting, budget forecasting and integrated functions, while at the same time introducing a contemporary user interface. The SIMBA implementation included integrations with University's HR Workday system for payroll data and interfaces with other University business systems. The real time reporting from transactional system delivered a huge win for the University. Users can run reports on live data and SAP HANA platform provides the backbone for the performance. Operational reports having number of records upward of 10 million rows are executed in less than 10 seconds. The SIMBA implementation project is the last of three University-wide efforts to replace antiquated legacy systems with more efficient and modern ones that fully leverage current technologies within the financial reporting and cost allocation systems. A single production database is being used for Finance with multiple application servers running on SAP's proprietary HANA in-memory data platform. LSI develops "To Be" process designs for all business processes relating to finance for the University and maintains a library of over 60 Higher Education financial process designs as an accelerator of implementation projects. SAP S/4HANA Finance solution implementation focuses on:

Configuration Builds	Data Conversion
Integrations	Data Extraction
Reporting and Analytics	Change Management
Knowledge Transfer	Post Production Support

LSI's implementation of the SIMBA project successfully went live in summer of 2020 despite the COVID19 pandemic, and virtual training was conducted to support knowledge transfer and proper adoption of the new platform. The SIMBA project benefited over 2550 employees and thousands of external users from the University.

Below is the recent announcement SAP S/4 HANA announcement for Penn State University:



LSI Consulting Blog

LSI takes Penn State University to Go-Live!



LSI takes Penn State University to Go-Live!

LSI is proud to announce that Penn State University's Project SIMBA is moving full force ahead towards its July 1 Go-Live date. Project SIMBA is Penn State's new Enterprise Resource Planning (ERP) system for Integrated Management, Budgeting and Accounting. It is replacing older financial systems with the latest ERP technology, SAP S/4HANA. The SIMBA project is the first SAP S/4 Higher Ed greenfield Cloud implementation, hosted on Azure.

"The SIMBA Organizational Change Management (OCM) team, in partnership with the Functional team, as well as a willing group of "superusers" has been working hard and fully believe the resources and training provided to our stakeholders has been and will continue to be robust, efficient, and effective to prepare for a successful go-live experience." "Recognizing the learning curve may be lengthened due to the impact of COVID-19, the SIMBA OCM team has developed a strong support model to respond to the training participants' needs"

What is amazing is the LSI and the PSU project teams have been fully remote since the 2nd week of March in response to COVID-19 and have not missed a beat. The SIMBA project is set to go live on time and on budget!

- Dr. Susan Cromwell, Penn State Finance and Business Director Organizational Change Management.

In preparation for project Go Live, the LSI team successfully delivered training to over 4000 end users, demonstrating our ability to deliver training 100% remote. PSU was thrilled with the outcomes which were modified at the last minute due to COVID19. Data conversions and cutover were also conducted during this period and have been successfully managed remotely by using daily standup meetings as well as open Zoom/Teams rooms as needed throughout the build. Our team's resiliency based on changing working conditions due to COVID19 while tackling high priority project deadlines virtually can be attested by our on time and on budget implementation and successful client reference. Our team can pivot quickly, and since most have worked together for years, allow for a quick start, and fast delivery of project deliverables.



Reference 3 – State of Arkansas

This \$1.5M project began in summer of 2018 and commenced in February of 2019. The State of Arkansas Department of Finance required migration of their SAP ECC systems to SAP Suite on HANA 2.0 platform. Scope included unicode migration in the ECC landscape; Database migrations from IBM DB2 to HANA 2.0 database; SAP BW systems to SAP's Business Warehouse on HANA, and then SAP BW/4HANA platform which included database migrations from IBM DB2 to HANA 2.0 database. LSI staffed 8 employees for this project that was on time and on budget.

Project Description:

Deliverables included: Project Management Strategy, Project Charter, Governance Structure, Project Staffing Plan; Project Management Strategy, Implementation and Migration Plan; Landscape Strategy: memory sizing assessment, landscape optimization; Data Management Strategy; Knowledge Transfer, Training and Testing Plan; Core Upgrade and Migrations; Code Remediation and Unicode Conversion; AIX and OS script and Code Remediation; Performance Tuning; Unit, String, Integration and Stress Testing; 3rd Party Application Testing; and fixing defects identified within certain parameters.

LSI has continued working with the State of Arkansas on other SAP services opportunities including a recent award for a GABS87 compliance project utilizing SAP Contract and Lease Management software.

State Of Hawaii Department Of Transportation Highways Division (DOTH)

LSI will be providing a similar EFS solution to DOTH for their Request For Proposal To Provide System Software And Implementation Consulting Services For Highways Financial Management System Project. Under the PMC licensing model, like LSI has with the State of Nevada, LSI will be providing the software, hosting, and implementation services for DOTH's financial transformation project all under one contracting vehicle. In doing business with DOTH, LSI has shown it has a clear understanding of Hawaii laws and regulations and a viable plan for implementing these requirements.

As the State reviews and evaluates the various responses for this initiative, we feel that it is important to note that LSI strives for success on all of our projects every day and have embedded this core value in our team members and our culture.

LSI is leading the way in challenging our customers to think differently about the way they approach and deliver projects. During these days of economic constraints and reduced budgets, organizations need to make sure that large-scale transformation initiatives focus on delivering quality solutions on-time and on-budget. LSI continuously is bringing solution accelerators and innovative solutions to reduce the overall investment to our clients. LSI is excited about the opportunity to partner with the State to provide our extensive solution and industry expertise to deliver a successful solution.

Our organizations are dedicated to customer and employee satisfaction that translates into longtime



client relationships and strong employee tenure within our firms. It is because of our unwavering commitment to both, that our organization continues to grow and has become some of the most highly desired consulting services partners in Public Sector industries.

Offeror Form OF – 1 Customer References (Confidential)

Please see our Customer Reference Offeror Form's submitted from the State of Nevada, the State of Arkansas, and Pennsylvania State University, emailed directly to the Contract Administrator.

In addition, our local Hawaiian partners in this bid (eWorld and Datahouse) have also provided their references in collaboration with our bid for LSI/SAP.

Due to applicable policies, governing privacy and personal information, please find ***LSI Offer Form OF-1_RFP-ERP-2020.pdf*** attached within the attached ***LSI Consulting Confidential Information Form OF-3_RFP-ERP-2020_FINAL.pdf***.

List of Exceptions to Terms

Please see attached ***LSI Consulting Exceptions OF-2_RFP-ERP-2020_FINAL.pdf***.

Confidential Information

Please see attached ***LSI Consulting Confidential Information Form OF-3_RFP-ERP-2020_FINAL.pdf***.



Evaluation Criteria 2: Project Organization and Staffing (Confidential)

Project Governance (Confidential)

This section describes sample methodology and governance structure we use for the SAP Project. These parameters are further defined during the project planning stage. Key elements of SAP Project Governance are outlined below:

LSI Project Manager plans, directs and executes all SAP implementation activities. With active support and participation from SAP Program Manager, he is responsible for the overall delivery of the work products and outcomes as described in LSI Statements of Work and other contract documents. In conjunction with SAP Program Manager, SAP Project Manager collaborates with Executive Advisory Group (EAG) in resolving Team and Project issues.

SAP PMO consists of LSI Project Manager and SAP Program Manager (with LSI Engagement Manager visiting). SAP PMO seeks input from EAG (as needed) in order to make necessary decisions needed to execute all SAP Implementation activities outlined in the SAP Project Plan. SAP PMO meets bi-weekly or as needed.

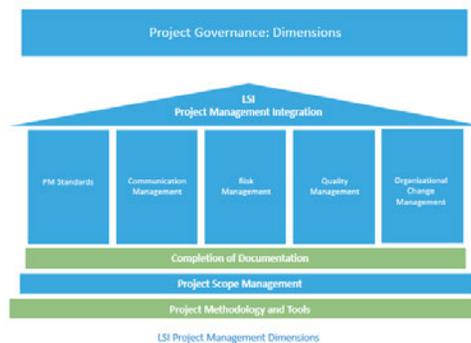
SAP Project Teams, consisting of Functional, Technical, Hosting and Cross-phase Teams (such as: Change Management and Training) will be managed by respective LSI Team Leads. SAP Project Team meetings are held weekly or as needed.

Engagement Managers (and LSI Project Manager, as necessary) will provide the Executive Steering Committee (ESC) with the overall weekly project status, decisions to be made, known risks and escalated issues that deserve ESC attention. In addition, face-to-face interactions will be jointly planned by SAP Program Manager and SAP Engagement Manager, as needed; they will have a published agenda and accompanying support material.

Please see attached **LSI_Markets and Capabilities_RFP-ERP-2020.pdf** for a figure depicting our governance model that will be used for the Project and the roles and responsibilities for each of the groups will be described in more detail in the sections below:

Project Management Approach (Confidential)

The LSI Project team will have leadership provided by the Program Sponsor, Engagement Lead and Project Manager who share responsibility for the successful delivery of the State implementation. The Engagement Lead and Project Manager are responsible for day-to-day management of project activities, while Program Sponsor position is of a more strategic nature. These roles are highly complementary in nature, enabling the Project Manager to engage at a hands-on level with the implementation team since the Program Sponsor retains an oversight role, providing perspective and a longer-term view.



The foundation of a well-run project is established in the Prepare phase of the project. During this phase, the LSI and State project management form a Project Management Office (PMO) which collectively performs the following tasks:

- Clearly define project scope, responsibilities, and authority via the project charter and responsibilities matrix.
- Finalize the project team resources and organizational chart
- Implement the toolset and procedures for scope, risk and issue management
- Establish communication protocols including status reporting and issue reporting
- Create the project requirements traceability matrix framework
- Prepare a Kick Off presentation to communicate PMO standards and expectations to the project team.

A Kick Off meeting is held with the entire project team (LSI and State personnel) at the beginning of each major project phase. The Kick Off presentation is prepared by the joint PMO and led by the program executives from LSI and the State to reinforce the "one voice" concept of leadership throughout the engagement. The project team is provided with the same set of standards, high expectations of performance, and objectives on a single timeline. The PMO defines the templates to be used for project deliverables and work products, as well as project standards that govern the creation of the deliverables. The Kick Off presentation provides an overview of the project team assignments and schedule.

The PMO shall work collaboratively to outline human resource management protocols; LSI and the State maintain primary responsibility for their own project team members. The team leads are responsible for coaching/mentoring under-performing resources and providing training as appropriate. Should these efforts not produce the desired improvement, the issue is raised to the PMO for disposition. In cases where a suitable replacement resource is available, best efforts is made by both parties to transition responsibilities and project deliverables to the replacement. Situations breaching professional ethics or standards of conduct will not be tolerated and will be escalated to the PMO for immediate investigation.

The PMO is responsible for establishing the issue management standards and guidelines for the State implementation. It is our expectation at each project that the State establishes a project repository (i.e. MS Teams, Slack, SharePoint, Shared Drive, Google Drive, DropBox) as a platform to manage project issues and documentation of resolution. This repository will provide detailed logging of issues, defects and a robust reporting system based on configurable project scope, categorization, and nomenclature. Guidelines will be established for what constitutes an issue, for severity level classification, and escalation procedures. All team members will have access to the issues database; project managers are expected to review issues regularly and review aging open issues for possible escalation. Additionally, the project repository is a customer-provided and customer-maintained site that utilized by both LSI and customer project team members during a project. This repository serves to store and manage all project documentation of record across all workstreams during the lifetime of the project. Once created this project repository site is front loaded with LSI's pre-configured implementation accelerator templates, strategies, organizational structure, and additional project documentation all tailored by our consultants for each project and customer. Not only do these templated project accelerators increase productivity as a whole, but they can also create living as-built documentation that the customer can modify as needed long after



the initial project implementation is complete.

The PMO will develop a project work plan to be detailed and maintained on a rolling basis. Project status reporting shall follow a structured format to ensure information is communicated to the appropriate stakeholders on a timely basis. Detailed status reports will be submitted to the project managers weekly, jointly authored by the LSI and State team leads. Each weekly status report will include a summary of completed, in process, up-coming tasks, critical issues and/or those requiring escalation, and identified project risks. Project team task reporting will provide information critical for regular updates of the project plan. A regularly scheduled team lead meeting, chaired by the project managers, will be held weekly to review individual team reports and discuss resource collaboration for issues crossing multiple application or process areas.

-INSERT PROJECT LOGO-	Office of the <INSERT OFFICE (ie PMO)> <<CUSTOMER PROJECT NAME>>		
WEEKLY STATUS REPORT			
Contractor	XX	Project Title	XX
Contract No.	XX	Change Order Date	XX
Contract Date	XX	Change Order No.	XX
1. Key Status Indicators:			
Description	No	Yes	Explanation
Has scope changed?			
Will target dates slip?			
Are there resource problems?			
Any other issues?			
2. Major Activities Completed For Reporting Week (Key Accomplishments):			
Activity	Comment(s)		
3. Major Activities Planned For Reporting Week and Not Completed:			
Activity	Comment(s)		
4. Major Activities Planned For Next Week:			

The project managers are responsible for consolidating the team lead reports into a format agreed upon by the PMO for executive communication. The executive summary typically includes a color-coded dashboard of project metrics and summaries of project performance versus schedule and budget, trends in performance, and critical issues and risks. A regularly scheduled (weekly or biweekly) PMO meeting is held to review status and discuss corrective actions as required. After the PMO review, the finalized status report is sent to all project team members, along with points of clarification or emphasis on trends, consistent issues, etc. Key project risks and issues resolution outside the span of control of the PMO are raised to the Steering Committee.

The project requirements traceability matrix provides the framework for managing solution scope and quality throughout the project. The traceability matrix provides a mechanism for relating solution requirements to design elements and test cases executed throughout the project lifecycle. A properly threaded traceability matrix is a powerful tool to ensure both depth and breadth of solution quality.

Project Team (Confidential)

Since our inception in 1998, LSI has been and remains a dedicated Public Services industry consultancy. In this capacity LSI is an SAP development partner working with SAP to define industry best practices and improve Public Sector functionality. The average experience level of LSI's functional consultants is 10+ years. 95% of our consultants held Public Sector jobs where they were involved in large scale IT business transformations before becoming Public Sector solution consultants. Our consultants have walked in your shoes and understand your unique business processes as it relates to mission critical systems support large scale transactions. In addition, their experience with Public Sector organizations directly will be a huge benefit in selecting LSI. All of our key personnel are US based with numerous successful implementation experience.

LSI's proposed Project Team meets and exceeds the requirements of Key Personnel as denoted in



Key Resource Title	Key Resource Name
Jr. Programmer	Hawaiian Resource
Jr. Programmer	Hawaiian Resource
Sr. Database Administrator (BASIS)	Hawaiian Resource
Sr. Security Systems Engineer (Enterprise Security)	Hawaiian Resource
Total Hours	

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Staff Experience and References (Confidential)

Please see attached ***LSI Consulting Resumes_RFP-ERP-2020_FINAL.pdf*** for our proposed consultant resumes that detail staff experience for key personnel as defined in ***Appendix K Proposed Project Organization and Staffing.***

Staffing Plans (Confidential)

~~Please see the following pages for Staffing Plans for the Options 1— Phased Approach and Option 2 LSI's recommended approach.~~

~~Please note that these have also been attached as:~~

~~***LSI_Staffing_Plan_Option_1_ERP-RFP-2020.pdf.***~~

~~***LSI_Staffing_Plan_Option_2_ERP-RFP-2020.pdf.***~~

Please see our Organization Chart attached as ***LSI_Organizational Chart_RFP-ERP-2020.pdf***

Please see the following page for the LSI Staffing Plan also attached as ***LSI_BAFO Staffing Plan_RFP-ERP-2020.pdf***



LSI BAFO Project Staffing Plan for State of Hawaii ERP RFP-ERP-2020																															
Resource Title	Imp Hours	JUL	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC
PMO																															
Project Executive (Executive Sponsor)	230			30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30					
Sr. Architect (Executive Solution Architect)	930			40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40					
LSI Project Director	4240			160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	
Local Project Manager -Testing/Outover	3200			180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Project Administrator	2880								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
LSI Finance/Workstream																															
Operations Lead/Manager (Finance Lead)	4000			160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	
Senior Functional Lead (General Ledger/Controlling)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (AP/AR/Collections)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (Purchasing)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (DUP)	2000								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (Inventory Management/Fleet Maintenance)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (Cash Management/Bonds/Investments/Loans)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Functional Lead (Funds Management/Grants Management)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (DM/PA/ISA)	2320								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (Fixed Assets/Project Systems)	2520								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (Lease Accounting)	3040								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr Functional Lead (SD Billing)	2080								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Business Analyst (Purchasing)	2080								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Business Analyst (Finance)	2080								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Operations Lead (Budget Team Lead)	1760																				180	180	180	180	180	180	180	180	180	180	
Sr. Functional Lead (Budget Sr Consultant PER)	1440																				180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (Sr. SSP Consultant)	1360																				180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (Budget Reporting and Data Analytics)	800																								180	180	180	180	180	180	
OCM/Training Lead																															
Sr. Organizational Change Manager/Training Lead	2240								180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Training Specialist (Finance/Procurement)	880																				120	120	180	180	180	180					
Sr. Training Specialist (Finance/Procurement)	880																				120	120	180	180	180	180					
Sr. Training Specialist (Finance/Procurement)	880																				120	120	180	180	180	180					
Sr. Training Specialist (Budget)	320																									160	160				
Jr. Testing Specialist (Finance)	880																				120	120	180	180	180	180					
Jr. Testing Specialist (Finance)	880																				120	120	180	180	180	180					
Jr. Testing Specialist (Procurement)	880																				120	120	180	180	180	180					
Reporting and Analytics Workstream																															
Technical Lead/Manager (Enterprise Reporting)	2240												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (BWA HANA Consultant/Analysis for Office/SAC)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (BWA HANA Consultant/Analysis for Office/SAC)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (BWA HANA Consultant/Analysis for Office/SAC)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (Iort Embedded Reporting)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (Iort Embedded Reporting)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (Iort Embedded Reporting)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (Iort Embedded Reporting)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Technical Workstream																															
Technical Lead/Manager (Development/Integration)	2240												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (ABAP and OI)	3280												320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	
Sr. Programmer (ABAP General)	3280												320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	
Sr. Programmer (Workflow)	3280												320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	
Sr. Programmer (Data Migration and Interface)	3280												320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	
Jr. Programmer	3280												320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	
Jr. Programmer	3280												320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	
Sr. Database Administrator (BASIS)	4080			160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	
Sr. Security Systems Engineer (Enterprise Security)	2320												180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	180	
Sr. Programmer (PMG)																															
Sr. Programmer (PMG)																															
TOTALS	110680		580	530	530	530	580	680	2290	2290	2290	2290	2630	6630	6610	6610	6610	6690	6690	6610	6770	7090	7090	5990	6090	5990	5480	5160	800	480	240



Staffing Plan Option 2 Big Bang Approach (LSI Recommended) also attached as [LSI_Staffing_Plan_Option_1_ERP-RFP-2020.pdf](#).

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OPTION 2 LSI PROJECT STAFFING PLAN																												
LSI Project Role	Month #	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
	Total Hours	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
PMO																												
Project Executive (Executive Sponsor)	360	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Project Architect (Executive Solution Architect)	360	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Program Manager	3940	160	160	160	160	160	160	160	160	160	120	160	120	120	160	160	160	160	160	160	160	160	160	160	160	80	80	80
Project Manager (Project Manager)	3720	160	160	160	160	160	160	160	160	160	120	160	120	120	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Integration Manager	880									80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
Testing Lead Manager	1280												160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
4/4 Finance Workstream																												
Operations Lead/Manager (Finance Lead)	3240	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Senior Functional Lead (General Ledger/Controlling)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (AP/AR)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (Purchasing)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (PLP)	1840		80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
Functional Lead (Treasury/Cash Management)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (Investments/Loan Management)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (Funds Management/Grants Management)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (PM/PA/T&A)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (Fixed Assets/Project Systems)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (Lease Accounting)	1840		80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
Functional Lead (3D Billing)	1760		80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
Functional Lead (Travel Reimbursements)	1840		80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
Functional Lead (Finance/Procurement Support)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Functional Lead (Finance/Procurement Support)	3680		160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Operations Lead (Budget Team Lead)	1600																		160	160	160	160	160	160	160	160	80	80
Functional Lead (Budget Sr Consultant PE)	1440																		160	160	160	160	160	160	160	160	80	80
Programmer (Sr. ERP Consultant)	1440																		160	160	160	160	160	160	160	160	80	80
Programmer (Budget Reporting and Data Analytics)	960																				160	160	160	160	160	80	80	

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Option 2 Staffing Plan continued...

OPTION 2 LSI PROJECT STAFFING PLAN																												
LSI Project Role	Month # Total Hours	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
		OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
OCHA/Training Lead																												
Sr. Organizational Change Manager/Training Lead	4080	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Training Specialist (Finance/Procurement)	1120													160	160	160	160	160	160	160								
Sr. Training Specialist (Finance/Procurement)	1120													160	160	160	160	160	160	160								
Sr. Training Specialist (Finance/Procurement)	1120													160	160	160	160	160	160	160								
Sr. Training Specialist (Budget)	1440													160	160	160	160	160	160	160			160	160				
Jr. Testing Specialist (Finance)	1120													160	160	160	160	160	160	160								
Jr. Testing Specialist (Finance)	1120													160	160	160	160	160	160	160								
Jr. Testing Specialist (Procurement)	1120													160	160	160	160	160	160	160								
Jr. Testing Specialist (Budget)	1120													160	160	160	160	160	160	160								
Reporting and Analytics Workstream																												
Technical Lead/Manager (Enterprise Reporting)	2720								160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (BWA HANA Consultant/Analysis for Office/SAC)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (BWA HANA Consultant/Analysis for Office/SAC)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (BWA HANA Consultant/Analysis for Office/SAC)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (Fiori Embedded Reporting)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (Fiori Embedded Reporting)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (Fiori Embedded Reporting)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (Fiori Embedded Reporting)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Technical Workstream																												
Technical Lead/Manager (Development/Integration)	2720								160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Programmer (ABAP and CPI)	3680									320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320
Sr. Programmer (ABAP General)	3392									320	32	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320
Sr. Programmer (Workflow)	3680									320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320	320
Sr. Programmer (Data Migration and Interfaces)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Jr. Programmer	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Jr. Programmer	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Database Administrator (BASIS)	3840	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Sr. Security Systems Engineer (Enterprise Security)	2560									160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160
Totals	125472	800	3860	2740	2740	2740	2740	3040	3060	3180	3492	3580	3540	7220	7300	7300	6820	6880	7300	7300	7740	3440	6380	6080	5320	180	480	480



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Evaluation Criteria 3: Business Solution – Functional Requirements

Business Solution Approach to Functional Requirements (Confidential)

LSI is one of SAP's Flagship Partner Managed Cloud (PMC) Model Partners whereby LSI is certified and authorized by SAP to be a One-Stop Shopping/Interaction Experience for US Public Sector clients looking to streamline their technology investment and associated deployment, support, and managed services on a single contract . Under this Model – LSI can re-sell/package SAP Technology , contract, implement, support and provide hosting managed Services for SAP Public Clients. The recent Validation of the utilization of this model is the State of Nevada (who is the US's most recent State to formally undertake a complete Back-Office Operations Transformation/Enhancement Initiative to fully integrated Cloud Solution) who chose LSI and SAP under this model. LSI has also been awarded the HI DOT project under the same PMC structure for a consolidated single contract and point of contact deployment SAP S/4 HANA and associated suites.

LSI has worked with SAP and we are together proposing a fully integrated, state-of-art/best-in-class Enterprise ERP Replacement Solution for State for all Functional Areas outlined in your RFP. This comprehensive Enterprise Solution will have the following construct and deliverables to meet Projects Goals and Objectives.

The LSI approach to determining the overall software solution began with a thorough evaluation of the functional, technical, and business requirements outlined in the RFP. The State did a great job in clearly presenting its objectives, the requirements necessary to be satisfied, and the overall approach you wanted to follow.

The Table below shows how we mapped the State's functionality desired to be replaced to the software component that satisfies your requirements.

ERP Functionality Group	Detailed Functionality		Software Solution
Financial Administration	General Ledger		SAP ERP/Financial Operation Cloud SuiteSAP S/4HANA-ERP Cloud-Suite
	Allocations	Journal Entry	
	Budget Control/Reporting	Inter/Intra Company	
	Chart of Accounts	Fund Accounting	
	Commitment Accounting	Fiscal year End	
	Funds Control	Financial Reporting	
	GL Accounting	Trust and Agency Reporting	
Financial Administration	Bonds		SAP ERP/Financial Operation Cloud Suite (Module: SAP Treasury and Risk Management)+ SAP Enterprise Reporting & Analytics
	Bond Accounting	Bond Administration	
	Debt Management	Loans	
	New Bond Allocation		
Financial Administration	Accounts Receivable		SAP ERP/Financial Operation Cloud SuiteSAP S/4HANA-ERP Cloud-Suite
	Customer/Portal	Customer Correspondence	
	Invoice Processing	Disputes	
	Cash Processing/Remittances	Collections	
	Aging		
Financial Administration	Accounts Payable		SAP ERP/Financial Operation Cloud SuiteSAP S/4HANA-ERP Cloud Suite and SAP Ariba Supplier Lifecycle and Performance Suite
	Invoice / Voucher Processing	Payment / Disbursements	
	Invoice Matching	Taxes	
	Aging	Vendor	

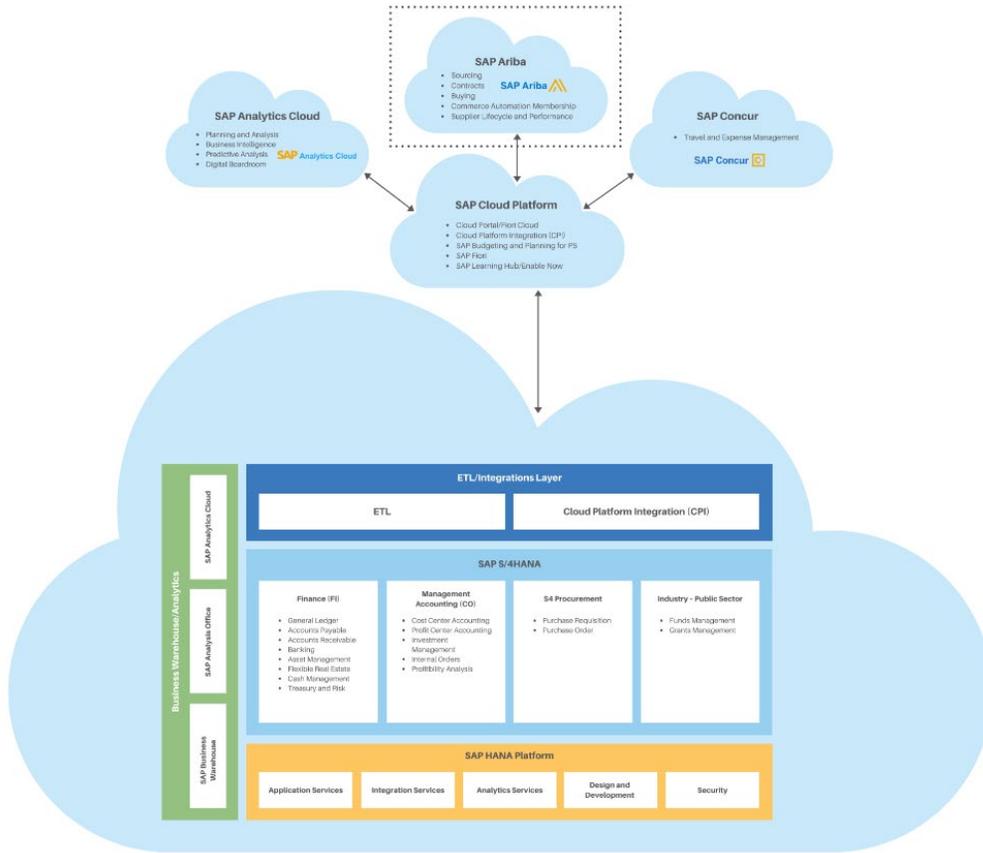
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Financial Administration	Cash Management		SAP ERP/Financial Operation Cloud Suite SAP S/4HANA ERP Cloud Suite
	Bank Reconciliation	Cash Management/Forecasting	
	Cash Deposits/Receipts	Interest Earnings/Allocation	
Financial Administration	Grants Accounting		SAP ERP/Financial Operation Cloud Suite SAP S/4HANA ERP Cloud Suite and Submittable Grants Management Software
	Create/Maintain Grants	Record/Track Grant Transactions	
	Budgeting	Monitoring/Reporting	
Financial Administration	Asset Accounting		SAP ERP/Financial Operation Cloud Suite SAP S/4HANA ERP Cloud Suite
	Asset Request/Authorization	Transfer Assets	
	Acquire/Build Asset	Depreciation, Additions & Write-downs	
	Commission Deploy an Asset	Retire, Salvage, Dispose of Asset	
Financial Administration	Travel Expense Management		SAP Concur Cloud Suite
	Travel Request & Approval	Payment Processing	
	Expense Reports	Reconciliations	
Financial Administration	Project Accounting		SAP S/4HANA ERP Cloud Suite
	Project & Contract Setup	Budget Control	
	Time-Tracking & Accounting	Asset Creation and Valuation	
	Material Expense Tracking and Accounting		
Purchasing	Purchasing		SAP S/4HANA ERP Cloud Suite
	PO/Requisition Management	Policy and Compliance	
Budgeting	Budget Development and Allocations		SAP Budgeting and Planning for Public Sector
	Budget Development	Revenue Projections	
	Budget Allocations	Budget Allocations Limit	
	Budget Template	Assemble Budget	
Budgeting	Budget Validation and Approval		SAP Budgeting and Planning for Public Sector
	Budget Validation	Receive Recommended Updates	
	Budget Approval	Review and Approve Updates	
	Route Budget for Review	Apply Updates to Budget	
	Track Budget Review	Route Budget for Approval	
Budgeting	Capital Improvements		SAP Budgeting and Planning for Public Sector
	Capital Request	Include Capital Project to Budget	
	Capital Request Approval	Initiate Capital Project	
	Develop Capital Proposal	Apply Actuals to Budget	
Integration	Integration Strategy and Tools		The Entire Proposed SAP SOLUTIONS SAP Integration-Cloud Suite
	API Management		
Reporting & Analytics	Enterprise Reporting and Analytics		The Entire Proposed SAP SOLUTIONS SAP-Enterprise Reporting and Analytics-Cloud Suite

Below are the Proposed Core ERP Finance, Budgeting & Financial Operations – Enterprise Solution for the State of Hawaii



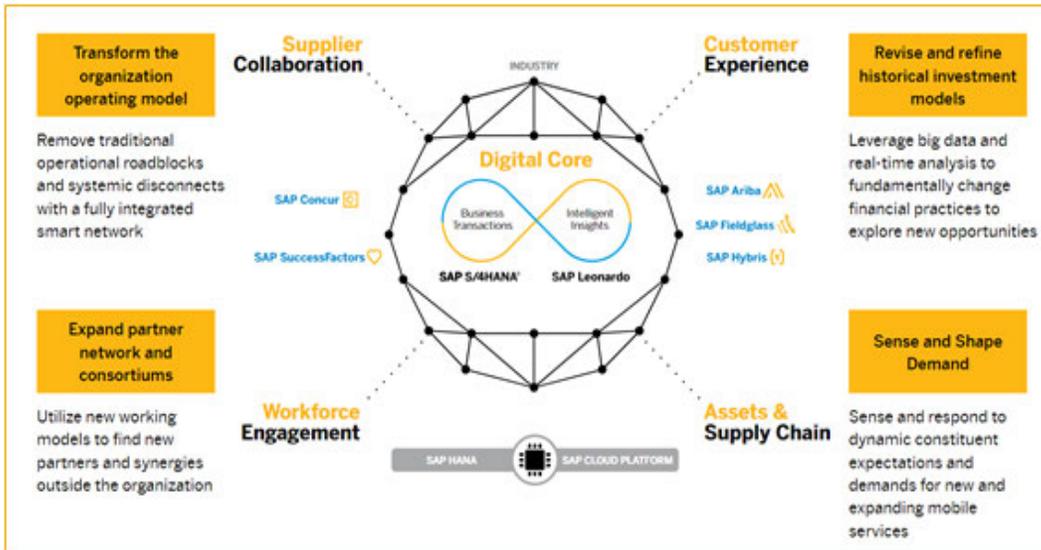


Together LSI & SAP recognizes the importance of the State's modernization initiative and the significant opportunity the initiative presents to the State's citizens, employees, and communities. We understand that the State is focused on modernizing and replacing aging legacy systems that do not meet current and future expectations for access to accurate data, thereby negatively impacting decision-making and transparency for State's citizenry. By deploying a transformative and intelligent enterprise Cloud ERP solution, the State can respond quickly to ever changing regulatory requirements and create a platform to innovate and improve services to State's citizens.

We have built a structured modern framework to help the State think through how to develop and execute on State's transformation to a digital strategy. With this framework, the entire operation becomes digital ready, including the core and the intelligent enterprise side, which serves as the



platform for innovation and process optimization. SAP's digital platform combines a robust database with services for running and creating innovative applications. It enables real time business by converging transactions and analytics on an in-memory platform. The proposed data platform untangles complexity, brings significant savings in data management and will empower the State's decision makers with insight and predictive power for transparency. SAP's digital platform drives its intelligent suite of applications, SAP S/4HANA, for live orchestrated business processes.



SAP is offering the State the premier industry software solution to facilitate enterprise modernization. SAP provides a holistic, fully connected solution to enable simplification of each of the State Department's four core business processes (financials, procurement, budget, and HR) so State can innovate and exceed its target business outcomes.

Accounting: Ensure Compliance, Mitigate Risk, Drive Efficiency

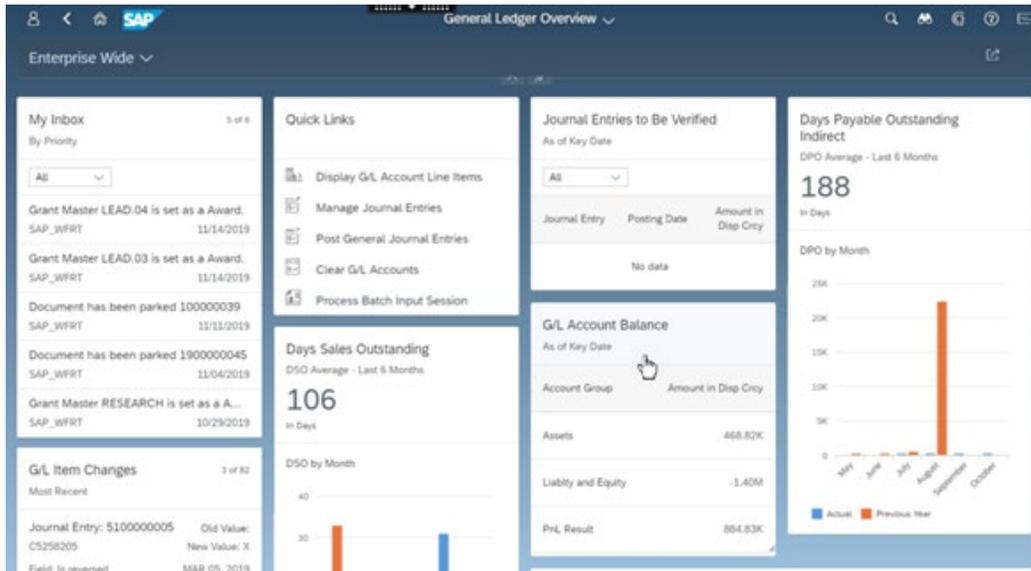
The SAP difference has always been one business model and one application/solution for cross end-to-end business processes versus a delivered integration layer required of most software companies. Integration regardless of how it is delivered (certified or pre-defined integration layers) is a challenge and adds complexity to the initial implementation program and on-going production maintenance.

This sets SAP apart and provides the solid base to interact with banks, credit/collection providers, data from operations, and other complimentary solutions requiring integration. The advantage of SAP is extended with our investment in the platform which SAP S/4HANA runs on to overcome the technical restrictions of the past to eliminate latency associated with sending transactional data to a warehouse for all types of reporting including financial and operational reporting. The focus is on current and future outcomes.



With our next generation platform, finance is transformed with a single source of the truth. This is where all transactional and planning data is stored one time, in one place, and without aggregates. It is a single general ledger string offering complete visibility into the health and wellness of the State Department across all functions. With one business model and a centralized posting engine State can make proactive strategic decisions on the fly. More importantly providing a view and added perspective into other influential data points like weather, citizen sentiment, regulation, city permitting, and more to lead and make a difference.

The proposed SAP S/4HANA Finance solution includes the General Ledger along with its sub-ledgers accounts payable, accounts receivable, inventory and asset management. General ledger accounting is integrated with all application components of the SAP system that generate posting data of relevance to general ledger accounting. Postings to vendors, customers, and assets are automatically updated to the corresponding general ledger reconciliation account. Controlling Management is also part of SAP S/4HANA Finance and is integrated with the general ledger to manage costs. All financial modules talk seamlessly to one another as well as to external system, which will be integrated utilizing the most advance integration technology by SAP. Below, State will see an example of a General Ledger Overview page. It is a single page for general ledger analytics with drill down capabilities. In addition, LSI understands that the State is currently utilizing Peoplesoft for payroll. We have extensive experience integrating this with our SAP solution.



Financial Management

The SAP solution will provide State an easy and effective mechanism for completing their accounting and financial responsibilities. The SAP solution encapsulates the necessary procurement and financial management capabilities that adhere to the necessary requirements and standards set forth to address



acquisition regulations. It provides comprehensive billing and collection capabilities, procurement capabilities that adhere to the state and federal regulations, multiple payment methods and types for direct deposit and check creation capabilities.

General Ledger, GASB and other External Reporting Requirements Key Capabilities

- The solution incorporates the necessary capabilities to leverage State's General Ledger account structure including assets, liabilities, net position, budgetary, revenue and financing sources. In addition, it offers the capability to hide or display the applicable fields on the transaction based upon the G/L account that is about to be updated. This ensures that the users only enter in relevant information in their transaction which allows greater reporting accuracy.
- The solution delivers a series of financial statements, (such as the Statement of Net Assets, Balance Sheet, etc.) and also provides a series of templates to expand these reports for internal and external reporting needs. What is unique about our solution is that we allow our Public Sector customers to **run real time financial statements throughout the year**. The solution automatically reconciles each transaction in real time across the impacted sub ledgers. This ensures that each transaction (such as an invoice) automatically updates the budget, procurement contract and accounts payable posting without any manual intervention.
- Many Public Sector customers move to SAP in order to ease the Governmental Accounting Standards Board (GASB) reporting requirements. Since we incorporate different chart of accounts elements across all financial transactions, such as fund and functional area, our customers are able to have a real time strategy for these requirements. In addition, these data elements are included in the fixed asset records and used for all postings (acquisitions, transfers, retirements, depreciation, and assets under construction) which are the core requirements when supporting the GASB 34/35/87 requirements.

Module Name	General Ledger
Narrative Description of Major Functions	
<p>The general ledger is designed specifically for governments to account using full accrual, modified accrual and cash basis accounting simultaneously. This is accomplished by using parallel ledgers and a function called "document splitting" which automatically keeps debits equal to credits by Fund, Grant and Agency or any other defined dimension. The solution then tracks all cash relevant transactions to meet cash basis reporting requirements. Users only need to post the transaction in the normal course of business and the solution will automatically track the different methodologies. To report, the user will simply choose the appropriate ledger (full accrual, modified accrual, cash), plus any other criteria (Fund, Fund type, Agency), as part of the report selection criteria.</p> <p>The SAP General Ledger includes the following features:</p> <ul style="list-style-type: none"> • Real-time fund accounting and financial reporting • Flexible and hierarchical structuring of the chart of accounts • Automatic and simultaneous posting of all sub-ledger items in the appropriate reconciliation account • Simultaneous updating of general ledger and cost accounting areas • Integrated workflow-enabled financial calendar to automate periodic activities • Accelerate close through automation and standardization <p>SAP S/4HANA Finance has reinvented the concept of the Chart of Accounts by introducing the Universal Journal. This revolutionary approach brings together all of the previously separate chart of accounts components (i.e. entity, company, account, cost element, etc.) into one single accounting transaction capture and reporting solution. It is no longer necessary to aggregate data or join tables in order to retrieve financial data in the exact form and level of summarization needed. Any of the 300+ elements in the Universal Journal are available (within security authorization parameters) for analysis, reporting and distribution. The SAP Universal Journal provides one single source of truth for instant insight and all ledgers and sub-ledgers such as Assets, Inventory, Accounts Payable, Accounts Receivable, Revenue & Cost Accounting, Customer, Project, etc. SAP customers are free to setup the chart of accounts and elements to fit their exact needs. Today and as they may change in the future.</p>	
Integration Points	
The General Ledger is fully integrated real-time with all subledgers such as AP, AR, Assets, etc. as well as business processes such as req to check.	

SAP Cloud for Real Estate

SAP Real Estate Management is a global solution trusted by large enterprises, both commercial and non-commercial to handle complex lease accounting scenarios. Leveraging its in-memory database technology, the solution can run transaction processes and produce reports at an extraordinary speed while handling vast amount of data load. The reporting engine within the solution is robust and highly configurable to support all business requirements. The native integrations allow for the data flow to be seamless to our solution and be readily available in real-time for ad-hoc operational reporting. By choosing to deploy this solution the State will truly be able to unleash the power of S/4HANA and maximize on its investments. As accounting standards continue to evolve, SAP will adjust the software accordingly to support its global customer base by simply issuing the appropriate code changes in the future releases. This will allow the State to continue to keep the application landscape abridged.

SAP Real Estate Management offers scale for future growth, security and low maintenance with built in integration, data integrity for reporting with a consistent single source of trust. This solution will offer a seamless integration and flow of data reducing manual intervention, increased data reliance, and automation while meeting all key requirements listed in the solicitation.

SAP Budget and Planning for the Public Sector

SAP Budget and Planning (SBP) for the Public Sector is a Comprehensive Enterprise Budgeting application built specifically to address the traditional and emerging challenges of Public Sector budgeting. SBP flexibly enables a wide variety of budget approaches, processes, budget types, taxonomies, hierarchies and outputs to provide a solution to meet the broad budgeting requirements for complex governmental organizations like State.

Purpose-built by former government budget officers, SBP has a 10-year track record of flexible adaptations to support complex, large-government strategic and fiscal planning requirements. The solution easily adapts to simultaneously support a long list of budget formulation and execution techniques including long-range forecasting, performance-based, incremental, zero-based, top-down not-to-exceed caps, bottom-up proposals, reorganizations, internal service fund budgeting, executive-to-legislative budget bill management, in-year forecasting, budget transfers and budget amendments. The solution supports the entire organization and integrates with non-SAP software to address unique sophisticated requirements.

SAP Budget and Planning for the Public Sector provides the best value for State because of the following value propositions.

- Safe investment in a proven product – With a 10-year history of implementations in Federal, State, Local and international Public Organizations, the reservoir of knowledge, experience and previous success is deep and wide.
- Committed and Trusted Global Brand – SAP is a well-respected global brand that has invested in a specific Public Sector budgeting solution for over 10 years.



- Cohesive Upgrades – Upgrades to SBP are tested to be consistent with other SAP ERP modules and underlying technology.
- Current Functions and Features – SAP has continuously enhanced SBP to include a wide variety of functions and features including the following.

Module Name	SAP Budget and Planning for the Public Sector
Narrative Description of Major Functions	
<p>SAP Budget and Planning (SBP) for the Public Sector is a Comprehensive Enterprise Budgeting application purpose-built by former government officers specifically to address the traditional and emerging challenges of Public Sector budgeting. SBP flexibly enables a wide variety of budget approaches, processes, budget types, taxonomies, hierarchies and outputs to provide a solution to meet the broad budgeting requirements for complex governmental organizations like the State.</p> <p>SAP has continuously enhanced SBP to include a wide variety of functions and features including the following.</p> <ul style="list-style-type: none"> ○ Long-range, multi-year forecasting with economic factoring and support for any calculation method or formula. ○ Public-oriented personnel cost forecasting for existing employees, vacant positions and proposed positions. This well-developed functionality includes HR data integration, any time-horizon, any pay or benefit plan, selection of alternate master data (position and employee) and flexible pay period forecasting. Budget planners can examine and plan personnel expenditures at a highly granular level to support budgeting, spending plans and collective bargaining. ○ Operating (including revenue) capital, grant and internal service budgeting – A single application for all budget types. ○ Decision packages – SBP provides a special budget form for management of new proposals including selection and costing of new positions. ○ Ranking – SBP provides another special form for ranking of new proposals and capital projects. ○ Performance Management – SBP forms also provide support for performance measure entry (target and actuals) and strategic plans - mission, goals, objectives and initiatives. ○ Configurable Budget Input Forms – Budget forms can be configured in a wide variety of configurations. ○ Built-in Approval Workflow – SBP provides form-based, built-in workflow configurations by budget form type, budget form instance and organizational hierarchy. ○ Modeling and analytics – Powerful modeling tools combined with the strength of SAP Business Objects for reporting, dashboards and ad hoc analysis ○ Text handling and automated budget book publishing – Prepare budget documents that incorporate budgets, text descriptions, graphics and more. ○ Integration – Integrates with SAP and non-SAP ERP systems and data sources ○ Built-in Application Administration – SBP provides a long list of pages for an application administrator in the central budget office to maintain master data, text box labels, workflow approvers and help links so name a few. 	
Integration Points	
<p>Between S/4 and SAP Budget and Planning</p> <ol style="list-style-type: none"> 1. Accounting codes (Fund, Organization, Project, Grant and Account codes) and hierarchical relationships are pulled into SBP (Budgeting Solution) from S/4 (Accounting Solution). 2. Actuals and Revised Budget are pulled into SBP (Budgeting Solution) from S/4 (Accounting Solution). 3. As Enacted Budget data are pulled into S/4 (Accounting Solution) from SBP (Budget Solution). 4. Budget amendment data are pulled into S/4 (Accounting Solution) from SBP (Budget Solution). 	



Module Name	Funds Management /Budget Execution
Narrative Description of Major Functions	
As part of the digital core (S/4HANA), Funds Management provides State the ability to input and control its appropriated budget according to its budgetary requirements. The budget can be uploaded to Funds Management from Public Budget Formulation for Cloud or State's current budget formulation environment. Once the budget is uploaded into Funds Management, budget allotment changes can take place based on user roles. These budget transfers can be set up with rules such that unallowed transfers do not take place. Examples include not allowing the senders available budget to go negative and not allowing the personnel budget to allocated to operational expenses. A user may be set up to override specific controls based on State's requirements. Funds Management performs a real-time availability control check against any transaction that encumbers the budget based on what State's budget execution requirements are. For example, specific programs/projects/etc. may have specific tolerances and/or level of budget control. SAP provides delivered budget vs actual reports which provides real-time insight to State's budget availability. Example reports include a '5 column' report (Budget/pre-commitment/Commitment/Actual/ Available Budget) as well as budget KPI's.	
Integration Points	
Funds management integrates real-time with all transactions (General Ledger, Procurement, etc.) that update/encumber the budget.	

SAP Budget and Planning for the Public Sector accelerator with PatternStream for Reporting

PatternStream integrates with SAP Solutions to provide financial, budget, capital, and other types of reports. PatternStream is the tool that has been successfully implemented to satisfy and exceed the needs of the most demanding information distribution requirements. PatternStream is used by Federal, State, and Local Government Agencies and Departments to automate the creation of a variety of different types of information including: Budget documents, Capital project documents, CAFR and more. PatternStream provides the means to aggregate information and present it to citizens, management, and other interested parties. The solution extension is able to produce:

- Budget documents
- Capital project documents
- Comprehensive Annual Financial Reports (CAFR)
- Directories
- Exhibits
- Financial reports
- On-line, browser presented PDF documents
- Plans
- Statistical reports
- Transit schedules
- XML files

Accounts Receivable

- The SAP solution provides customers the capability to record and track bills to customers and record the collected revenue. Users can view the open bills for each customer and run reports to ensure that the bills are collected on time and for the correct amount. In addition, it can record a single collection for multiple bills if the amount is correct, and the solution can also track the remaining amount that needs to be paid if the check does not address the full amount of the invoice.
- All invoice and collection transactions are summarized real time into the appropriate financial statements and trial balance. This allows the State to have a complete real time understanding of their financial status and account balances. SAP is the sole software provider that provides real time General Ledger updates with comprehensive billing and collection capabilities.
- The solution allows the contract administrator to setup the various agreements, (i.e. terminal/ground agreement, concession agreement, airline agreement, utilities and statistics)



and allows the business user to define the rules that the system should use to trigger billing. For example, specific fee rate changes can trigger a retro-active billing or a credit application to the customer and this can be easily addressed within the solution.

Module Name	Accounts Receivable
Narrative Description of Major Functions	
The <i>Accounts Receivable</i> application component records and administers accounting data of all customers. SAP supports all relevant standardized business rules required from data entry, reporting, accepting payments, and dunning notices. Accounts receivable functions include Internet integration and support for: Document management/imaging, EDI processing including automatic clearing via lockbox processing, integration with cash management, flexible reporting via customer information systems, flexible dunning and enterprise-wide credit management, credit memos, recurring entries, electronic banking, customer down payments, automatic payment notices, account statements, and aging analysis. There is a range of tools available for documenting the transactions that occur in Accounts Receivable, including balance lists, journals, balance audit trails, and other standard reports.	
Integration Points	
AR integrates real time with the other modules such as updating the GL reconciliation account, customer account, cash management, and grants management	

Module Name	Cash Management
Narrative Description of Major Functions	
SAP Cash and Liquidity Management is for Treasurers and Cash Managers who want to gain comprehensive and timely insight into sources and uses of cash (including previous day and intraday bank account statements and internal cash positions) to better visualize cash flow and forecast liquidity with robust reporting and analytics. Includes integrated bank account management for the central administration of bank accounts and signatories. A simplified user interface and KPI-based analytics empower the finance organization to micro-manage all cash control functions in real-time. The cash management component allows you to analyze financial transactions and identify and record future developments for the purposes of financial planning. Alongside the traditional financing rules and statistical ratios, dynamic liquidity analysis methods such as cash flow analysis and flow-of-funds analysis are available. Cash management, therefore, ensures that all relevant liquidity information is available and can be evaluated, both fulfilling market requirements and providing a basis for cash management and forecast decisions. Its bank account management tool comprises electronic banking and control functions for running evaluations and making preparations for cash management and forecasting. The solution is tightly integrated into the SAP backend, yet enabling you to import cash balances from all of State's bank accounts and combine those balances with real-time data from accounts receivable and payable systems to develop more accurate liquidity forecasts	
Integration Points	
Cash management is fully integrated real time—for example, updates real time from the general ledger, AP, and AR.	

Accounts Payable and Treasury

The SAP solution provides comprehensive payment capabilities that allow for payments to be generated to specific vendors. Multiple invoices can be paid at one time or can be paid separately. The solution also allows multiple invoices to be grouped into a single payment in order to simplify record keeping. The solution incorporates all of the standard payment methods (Check, Electronic Funds Transfer through ACH, Cash, etc.). All of the General Ledger and budgetary impacts occur real time once the transaction has been approved.

- The solution provides the State with comprehensive cash, liquidity, and financial risk management capabilities to manage cash, mitigate financial risks, and streamline bank interactions and payment processes. The treasury applications seamlessly connect the entire spectrum of treasury activities for more effective management and control, and integrate with the General Ledger to maintain strict adherence to regulatory compliance and financial reporting standards.

Module Name	Accounts Payable
Narrative Description of Major Functions	
SAP Accounts Payables streamlines and reduces costs with automated exception handling, validation, and routing of invoices. State can gain better control of invoicing processes to increase cash flow, enhance cash requirements and payment visibility, reduce costs, minimize fraud, and improve vendor relations. It integrates electronic documents into State's accounts payable process to ensure high collaboration easy document exchange and archiving. With Supplier Invoice List and Create Supplier Invoice apps, S/4HANA offers the possibility to create supplier invoices with or w/o reference to a purchase order, view, and correct inaccurate supplier invoices directly.	
Integration Points	
AP integrates real time with the other modules such as updating the GL reconciliation account, vendor account, cash management, budget as required along with the grant if grant funded.	

Module Name	Treasury and Risk Management
Narrative Description of Major Functions	
The Treasury and Risk Management solution enables cash, liquidity, and risk management as well as integrated financial reporting. Treasury managers can improve the management of every activity associated with cash, payments, liquidity, risk, and compliance. With the end-to-end integration of finance processes, all transactions are automatically posted to the SAP General Ledger. This eliminates the need for manual data entry and safeguards data integrity. It is designed to reduce financing costs and to minimize manual processing while proactively pinpointing financial risks and shortfalls. It is for Treasurers and Finance professionals who want to achieve straight-through processing for a broad range of financial transactions and who are looking to further enhance transparency and to boost insight and control. Unlike others, SAP Treasury and Risk Management automatically posts all transactions to the SAP General Ledger, provides real-time drill-down analysis into the underlying data and enables company-wide collaboration on financial operations. Only SAP Treasury and Risk Management takes advantage of the latest innovations such as the SAP HANA platform, embedded analytics and preconfigured services that facilitate implementation.	
Integration Points	
Integration with the General ledger	

Fixed Assets and Project Management

- The solution allows the State to track the planning, development and maintenance of all of their assets within a single solution. As costs arise in any of these phases, this information is always associated to the asset for accurate asset valuation, capitalization and transparency. All infrastructures can be tracked, recorded, and depreciated. Infrastructure represents improvements made which increase the value of land. These improvements have long useful lives and are not easily moved or replaced. Examples include streets, walkways, bridges, piping, and cabling.
- The solution can track any type of asset and incorporate a different set of business rules based upon this selection. This ensures that the most relevant information is always tied to the asset and also State's unique processes for managing assets under construction, low value assets, real estate, leased assets and other assets are recorded and managed properly.
- Lastly, the solution also allows the State to better identify, select, prioritize, and manage State's projects, including capital projects, enterprise IT projects, service projects, and developmental projects. In addition, the solution provides a powerful and easy-to-use project management application. As a result, the State is easily able to monitor the details of both large and small projects, which will help ensure that State's projects are executed efficiently, on time, and within budget.

Module Name	Asset Management
Narrative Description of Major Functions	
SAP S/4HANA Finance includes Asset Management which provides full life cycle management of an asset from inception, whether procured, constructed, and/or donated through to retirement. The maintenance and management of the asset is managed until the ultimate retirement, scrapping, and/or sale of the asset takes place. Asset management supports organization/sponsor specific charts of depreciation with 99 books of depreciation. Depreciation simulation and interest calculations are available. Standard asset classes are assets under construction, low value assets, leased assets, financial assets, technical assets, and real estate. SAP asset management is GASB 34/35 compliant. SAP asset accounting supports GASB 34/35 as	



assets are recorded on both the modified accrual and full accrual bases to allow for automated recording of retired or sold asset gains/losses based on each accounting method.

Integration Points

Asset accounting is fully integrated with the other modules that are affected by assets such as the general ledger, budgetary control, grants, cost accounting, projects, etc.

Module Name	Cost and Project Management
Narrative Description of Major Functions	
<p>Cost Accounting provides State with information for management decision-making. It facilitates coordination, monitoring and optimization of all processes in an organization. Cost accounting in an organization can be used to simulate, record, track, control, and report on activities impacting the cost recovery of goods/services. It is an ideal means of monitoring overhead costs and assigning them to the organizational units that incurred the costs. SAP's Project System provides functionality for project accounting and management to handle complex State Department projects. Each project is organized by phase (WBS Element) and by task or activity. Project phases can span fiscal years.</p> <p>Project System (PS) is the key module within SAP to perform project management. It helps you to manage the project life cycle starting from structuring to planning, execution, until the project completion. Project system is closely integrated with other SAP modules like logistics, material management, Sales and Distribution, Plant Maintenance, and Production planning module. Project Systems enables organizations to manage all projects- large and small-scale efficiently. The Project Manager has a task to ensure that these projects are executed within budget and time and to ensure that resources are allocated to the project as per the requirement. Project Systems gives you a structure to track and monitor project related activities with tight integration between SAP Project System PS with other business applications such as finance to insure you have capitalized costs or procurement to track materials needed. Project Systems provides the constant data access needed by all the departments involved in a project.</p>	
Integration Points	
<p>Cost allocations update the GL real time. For example, when costs are moved across departments across funding sources, both the departments costs, interagency transactions, and budget updates occur real time based on business practices. Cost and Project accounting integrate with all other relevant business processes (rec to check, etc.)</p>	

Module Name	Grant Management
Narrative Description of Major Functions	
<p>SAP Grants Management provides a solution for sponsored programs through its functionality and its architecture. Architecturally, SAP GM maintains a separate view of State's organization's sponsored program activities and projects by sponsor. This separate view is created by relating State's organization's structures (such as projects, general ledger accounts, cost elements, commitment items, fiscal year, and currency) to the sponsor's projects, cost and revenue categories, budget validity period, fiscal year, and currency. By creating a separate view, you can review State's financial activities and transactions for sponsored programs according to a sponsor's requirements without affecting the integrity of State's financial transactions and activities. For example, State's organization and State's sponsor each maintains their own fiscal years, and the two often differ. This creates administrative and reporting challenges, and organizations often create custom reports to accommodate the fiscal year differences.</p>	
Integration Points	
<p>Grants Management updates real time from transactions that are funded by a grant/sponsor. Thus, grants management check the validity of the transaction as well as budget control at time of transaction.</p>	

Submittable Grants Management Software

Submittable Software has been shown to reduce 12 hours of work per week per organization.

Submittable Software allows the State of Hawaii Grantor abilities. With the Review Workflow feature, users can build multiple rounds of customized reviews, with each stage of review tailored to fit user needs at that moment in the process. Users can build Reference Forms directly into applications to easily gather an outside reference for candidates. Eligibility Forms give users the opportunity to screen applicants for eligibility criteria before they reach the primary form, saving time and hassle. Submittable doesn't require a separate Development, Test, or Production environment. The software is turnkey and configured in the actual account. It can, and is, kept private through the configuration and testing phase until ready for public release.



A seamless, end-to-end granting experience



Procurement

For the State, the procurement capabilities will automate, simplify, and accelerate the procure-to-pay processes for goods and services. This allows the State to reduce procurement costs, build collaborative supplier relationships, better manage supply bases, and increase savings by leveraging the best discount terms across pre-negotiated contracts. Our customers (that go beyond Public Sector) want to ensure the best value at the best price for their future purchases.

Procure to Pay

The EFS project will implement end to end web-based procurement processes with native integration to the Financial system. This includes requisitioning, approvals, purchase order creation and management, contract creation and management and goods receipts for goods and services.

- The requisitioning process is an online experience for the user that is very similar to any online buying experience. The user can review what they are looking to buy through State's categories and descriptions. The catalog incorporates the pre-negotiated rates that have been setup with State's vendors and suppliers. Also, the chart of accounts information can be setup by default based upon the intent of the purchase in order to avoid any financial discrepancies.
- A purchase order is created and can be tracked against the contract. This ensures the procurement office can review the total purchasing with the vendor and will also specify the volume and amount of purchases associated with each contract.
- The employee will be notified of the status of the purchase order and also understand when to expect the delivery of the items.
- Once the item is received and the goods receipt is performed, where required, the invoice is created and the payment is made to the vendor.
- Many Public Sector organizations enforce the validation for a three way match - Order/Receipt/Invoice details must match prior to payment. Also, the solution can enable a four-way match as well - Order/Receipt/Inspection/Invoice details all must match prior to payment.

Vendor Management with SAP Ariba Supplier Lifecycle and Performance Management Suite

With the phased implementation approach and SAP Ariba SLP, the State is well-positioned to quickly gain the benefits of streamlining the vendor management processes during the Core Phase of the implementation. Vendor registration will be online and vendors manage their own information. Additionally, using SLP provides a scalable solution for integrating to the eProcurement software during the Expansion phase. The eProcurement software selection is in process but using SAP SLP as the foundation for vendor management enables the State to continue the vendor management processes or to seamlessly integrate to the new eProcurement system if SAP Ariba is selected as the SaaS solution for Procurement and Strategic Sourcing across the State.

Simple, Streamlined Supplier Management In One Place

SAP Ariba Supplier Lifecycle and Performance provides comprehensive tools to help the State onboard, qualify, segment, and manage suppliers more effectively. Integrated into the State’s procurement processes and financial system, it lets the State drive spend to preferred suppliers and scale compliance for the State’s entire supply base using an array of key capabilities:

- Unified vendor data model in the cloud provides a single accurate supplier record
- Supplier self-service in the cloud via Ariba Network makes it easy for suppliers to self-maintain their own information
- Flexible matrix for supplier qualification and segmentation lets the State manage suppliers based on specific parameters
- Full integration with other SAP Ariba procurement applications supports speed and consistency throughout the entire procurement business

FEATURES:

Vendor data model in the cloud

- Bidirectional synchronization between SAP Ariba and SAP systems Extensible supplier data model Near real-time updates for supplier creation, changes, and inactivation between systems



SAP Ariba Supplier Lifecycle and Performance enables you to drive spend to preferred suppliers and scale compliance.



Flexible matrix for qualification and segmentation

- Flexible matrix architecture for supplier management based on category, location, and business unit
- Preferred supplier management
- Hierarchical questionnaires and logic to aggregate from different levels

Supplier 360-degree comprehensive view

- Combines supplier information, qualification, segmentation, and performance data
- Centralized and comprehensive view of suppliers across SAP Ariba applications

Module Name	SAP Inventory Management
Narrative Description of Major Functions	
SAP Inventory Management helps to manage the physical inventory of an enterprise. The module manages quantities and values of materials and helps to optimize inventory across locations. You can post goods movements, i.e. goods receipt or goods issue, and reserve materials. The application provides functionality to perform counting of inventory, post inventory adjustments and gain insights to available inventory through embedded analytics.	
Integration Points	
The SAP Inventory Management module is a fully integrated out-of-the-box core component of an SAP system. The application is embedded in logistics processes helping to record physical inventory when materials are replenished and received using SAP procurement. Inventory Management integrates with SAP Financials to reflect the value and quantity of existing physical inventory.	

Module Name	SAP Concur Travel and Expense
Narrative Description of Major Functions	
With Concur Travel and Expense, your business travel and expenses are integrated providing you with a better user experience, more accurate data, and richer reporting to help you make better decisions. Increase policy control while saving time and money. The Concur Travel solution works with any travel management company, corporate credit card provider, or GDS. Our travel booking tool provides in-policy global travel content that is easily accessible and always available from anywhere in the world. Travelers have a broad selection of travel choices based on corporate policy and individual traveler preferences.	
Travelers can quickly book local and international flights and make reservations for rental cars, hotels, and rail. Once the trip is booked, travelers can manage trip details like flight delays, cancellations, date changes, and baggage claim locations with the magic of Triplt Pro. Concur automatically synchronizes with Triplt to create one easy to access itinerary. Flight, hotel, rail, and rental car information, even dining reservations are all in a single place. It's like giving your employees their own personal travel assistant.	
The Concur Expense solution automatically imports credit card charges and matches them to receipts and itinerary data. Here, receipts are generated from suppliers and fed directly into the expense report. E-receipts contain the entire record of the transaction from the supplier, so the information is accurate and precise. The SAP Concur mobile app even helps travelers manage their trips and expenses from a smartphone or tablet. Instead of manually entering expenses, travelers can simply take a picture of their receipts and add them to their expense report.	
Concur Business Intelligence provides reporting and analytics, giving you the information, you need to negotiate with vendors, create budgets, and better manage travel compliance.	
Integration Points	
SAP Concur Travel and Expense has an open platform which enables partners to develop apps and services that easily integrate with and expand SAP Concur solutions to help your business.	

Reporting

The SAP solution provides an easy and efficient method for comprehensive reporting for the State. One of the key requirements we find for Public Sector organizations is that the reporting needs have dramatically risen over the past few years. As transparency efforts increase and greater support is needed to approve the budget, clients need their information in the fastest possible timeframe, and it



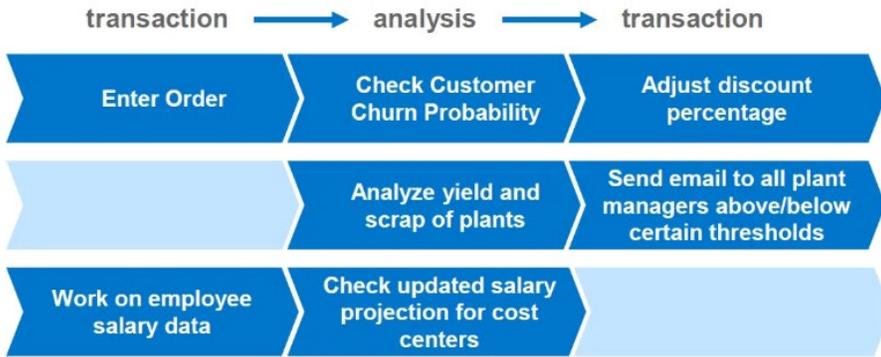
has to be presented in a variety of ways. Many clients want their information presented in a dashboard in order to view their key needs in a single location. We also find there is an increasing movement to deliver self-service reporting capabilities to each different agency within their organization. Also, many organizations want their information sent to their mobile device in real time in order to avoid delays of having to log into their PC when they are remote. Our strength and value to our clients is that these needs are all addressed within our reporting solution. This allows the County to quickly get their information presented in a way that is most meaningful to the State's employees and users.

Embedded Analytics

In order to maximize the power of in-memory computing, we recommend S/4HANA embedded analytics, which really implies direct and real-time analysis of data inside S/4HANA. As S/4HANA is running on HANA as a High Performance Database, Analytics is one of the most typical and tangible values of S/4HANA. In support of the principles of SAP HANA technology, ensuring the maximum return on investments, this ensures:

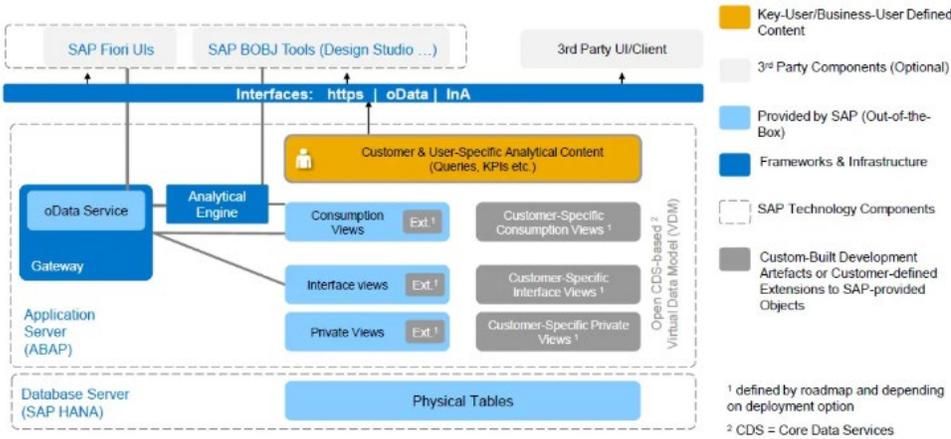
- ONE copy of the data with LESS persistence and MORE innovation:
 - Single copy of data in an in-memory and columnar structure.
 - Real-time 1:1 replication from other non-SAP databases into the in-memory columnar structure without having to batch the data, storing ONE copy in RAW format.
- Using localized, embedded operational analytics for SAP data sets.

S/4HANA Embedded Analytics: with the implementation of embedded analytics we will provide analytics that are truly embedded into the daily work and processes:



As you can see in the picture below in the architecture everything starts with the physical tables in the database. Above these tables are the Virtual Data Models (VDM's) built in the Application layer. SAP deploys standard VDM's, and these can be enriched by your specific views. In S/4HANA, this is supported via Core Data Services (CDS) for real-time operational analytics, represented as VDM's which is based on transactional and master data tables.





SAP Analytics Cloud

SAP Analytics Cloud (SAC) is a software as a service (SaaS) business intelligence (BI) platform designed by SAP. Analytics Cloud is made specifically with the intent of providing all analytics capabilities to all users in one product. The SAP Analytics Cloud Solution for business intelligence, standard user includes core business intelligence capabilities such as data access, data exploration, visualization, and storyboard authoring as well as predictive features.

The SAP Solution provides an easy and efficient method for comprehensive reporting for the State. One of the key requirements we find for Public Sector organizations is that the reporting needs have dramatically risen over the past few years. As transparency efforts increase and greater support is needed to approve the budget, customers need their information in the fastest possible timeframe, and it has to be presented in a variety of ways. Many customers want their information presented in a dashboard in order to view their key needs in a single location. We also find there is an increasing movement to deliver self-service reporting capabilities to each different agency within their organization. Also, many organizations want their information sent to their mobile device in real time in order to avoid delays of having to log into their PC when they are remote. Our strength and value to our customers is that these needs are all addressed within our reporting Solution. This allows the State to quickly get their information presented in a way that is most meaningful to the State’s employees and users.

Dashboards and Visualization

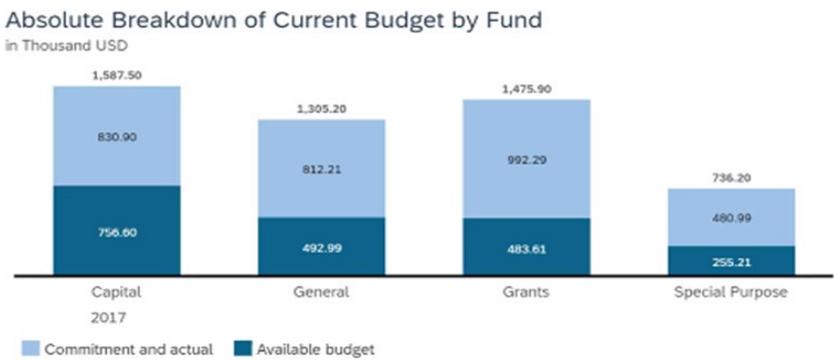
- Our dash boarding capabilities provide a point-and-click data visualization to create interactive analytics and dashboards with secure, live connections to the State’s information. You can share these meaningful visualizations live via Microsoft Office, Adobe PDF, the Web, or sent through the State’s email. The dashboards have a variety of components such as drop-down menus, map linkages, and “what if” analysis tools because we understand that the State’s key decision makers need their information in the most meaningful and clear manner.





SAP Analytics Cloud (SAC) is a best-in-class self-service SaaS Solution that combines all the analytics functionalities Planning, Predictive, Business Intelligence in one intuitive user interface, saving time and effort while making better decisions. SAP Analytics Cloud enables analysts and University community to create dynamic visual stories based on your key business areas and make better decisions by interacting with visualizations, drilling down for more detailed information, and answering business questions on the fly. SAP Analytics Cloud seamlessly integrates with the State data and connects to data from multiple different sources (SAP and non-SAP data sources) and provides unified user experience into your business application to the users. SAP Analytics Cloud is convenient, secure, and scales to meet the needs of any size.

SAP Analytics Cloud is a single simple cloud Solution connecting your people, information, and ideas to enable fast and confident decision making. Here's a good example of an SAC Public Sector presentation: tracking Unexpended Budgets by Fund, also allowing drill-down capabilities to the lowest level of data granularity:



SAP Analysis for Office

SAP Analysis Office provides easy access for data analysts and other BI users to SAP Netweaver Business Warehouse (BW) and HANA via the familiar and flexible Microsoft Excel and Microsoft PowerPoint interfaces. BW and HANA data access means Analysis for Office lets one:

- Analyze large data sets to uncover deep business insights
- Discover, compare, and forecast business drivers in Excel
- Share discoveries by embedding data analytics into PowerPoint presentations
- Boost analyst efficiency with content reuse and real-time query responses
- Speed data analysis with in-memory computing technology

SAP Analysis Office is designed to let users run ad-hoc analysis of OLAP sources in Excel, to connect seamlessly with SAP Business Warehouse, SAP Public Sector Budgeting and Planning (SBP) and SAP HANA. and power real-time analytics, and to embed your findings into live PowerPoint presentations for sharing. SAP Analysis for Office has an Excel add in for SBP.

SAP Crystal Reports

Crystal Reports is the de-facto standard in pixel-perfect data reporting since 1991. With SAP Crystal Reports 2020, users can make sense of data by creating richly formatted, pixel-perfect and multi-page reports from virtually any data source delivered in a dozen formats.

Data connection

- Use straightforward and secured data connection procedures
- Connect to all data sources with ODBC, JDBC, OLE DB, native and SAP connections
- Join data from multiple sources in a single report

Information analysis

- Leverage trusted data from accessed sources
- Navigate data down to the most granular level
- Access data tables and dimensions directly
- Identify changes and patterns in your data
- Filter, sort and rank your data for better overview
- Integrate formulas to achieve more with your data

Report creation

- Generate pixel-perfect, multi-lingual documents
- Create dashboards with maps, logos, images, charts and tables
- Use a consistent corporate template for your reports
- Set-up reports in rpt, pdf, spreadsheet, or html formats
- Build the specific reports you need for your business: invoices, letters, statements, sales reports, operations reports, human resources reports, finance reports, promotion campaigns and loyalty card statements.
-



SAP Cloud Platform Integration

SAP Cloud Platform Integration (SAP CPI) Suite combines the integration capabilities Process Integration, API Management, Integration Advisor, and Open Connectors into a cohesive and simplified toolkit for enterprise integrations. LSI plans to use SAP CPI integration suite to configure integrations between SAP S/4HANA and other SAP modules but also with other ERP systems and applications that are housed in State of Hawaii landscape.

SAP Cloud Integration service helps users to connect cloud and on-premise applications with other SAP and non-SAP cloud and on-premise applications. This service has the capabilities to process messages in real-time scenarios spanning different companies, organizations, or departments within one organization.

Features of SAP Cloud Platform Integration include but are not limited to - integrate processes and data in application-to-application (A2A) and business-to-business (B2B) scenarios, customize SAP integration scenarios, developer custom adapters, access public API's, use our core integration and security capabilities for the safe and reliable processing of messages.

State of Hawaii implementation will benefit from prepackaged integration content to jump-start integration projects and to set up productive scenarios with only minimum effort. You can extend predefined integration flows according to your requirements.

Appendix A – 1: Core Phase Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix A_1 Core Phase Requirements.xlsx*.

Appendix A – 2: Expansion Phase Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix A_2 Expansion Phase Requirements.xlsx*.

Appendix B: Operational Phase Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix B_Optional Phase Requirements.xlsx*.



Evaluation Criteria 4: Business Solution – Technical Requirements

Statement of Work Understanding

LSI understands the State's goals to find an EFS solution to improve the efficiency, consistency, and accuracy of financial transactions and reporting. The current legacy system is cumbersome, often depends on paper and even accepts erroneous input. The State requires an EFS that minimizes risk and improves the transparency of governmental accounting. LSI is fully committed to provide the State an EFS along with the training required to support the State staff ability to configure and operate the system that will meet and exceed the requirements as will be shown within our response. LSI has reviewed the RFP, including the "Survey Feedback on Systems," and the Offeror's Library. We are confident that the citizens, employees, and businesses alike will all realize improved State services from more timely and accurate financial processes that our SAP Solution will provide. LSI has clear understanding of state laws and regulations and has become very familiar with these in our work with the State of Hawaii Department of Transportation Highways Division (DOH.) in which we will be implementing a similar SAP solution, following the same PMC model. LSI is prepared and looks forward to providing the State a demonstration of our proposed solution.

LSI Implementation Approach (Confidential)

LSI's implementation approach is based on our proven methodology, our experience with implementing our EFS solution at various Public Sector clients and comparable government agencies, and our understanding of your specific business/technical environment. These elements, combined with the expertise of our people and our joint commitment to success, gives us confidence that we can successfully deliver to the State an EFS that meets and exceeds the State's needs.

Business Transformation and Digital Acceleration

A critical component to our approach is to align business and IT leadership and solution providers to:

- Know what to do to achieve defined business goals,
- Gain confidence on how to design solution to meet, and
- Establish a clear plan to successfully initiate and execute.

As an output we also provide hands-on best practices and lessons learned to help validate final design and jump start project success by getting organization-wide buy-in, identifying critical path items and mitigating risks up front. This helps accelerate the State's Journey to Digital and Business Transformation by building on core transformational components, that are supported by our implementation methodology as depicted in the graphic below.





GovOne is our flexible, pre-templated accelerator that provides preconfigured system options and controls, and basic accounting, budgeting and procurement structures. We will use this model based upon the Activate Cloud Methodology for the State implementation.

The LSI approach to organizing a project of this magnitude is built on our previous experience with similar implementations. Thus, we will leverage previous lessons learned and implement a structure that breeds collaboration throughout our collective organizations. It is important to take an integrated approach to delivering a phased project, utilizing the best available resources from both LSI and the State in addition to utilizing SAP resources such as Customer Delivery Success leaders in their organization.

GovOne enables LSI to leverage early-phase knowledge and consensus to fine-tune your solution – within an exceptionally compressed timeframe. At the same time, we’re already training your key people to ensure smoother downstream operation after the go-live.

A substantial amount of all software configurations for State and Local Government are alike. Put simply, these organizations utilize similar internal controls and business processes. The GovOne solution integrates those best practices into a deliverable package. Rather than spending valuable consulting time turning on addressing the unique needs of your organization.



Knowledge Transfer Day One

The time to begin knowledge transfer is on Day One – when it’s still early enough to shape your implementation and while your people still have a fresh perspective on the challenges and opportunities ahead. The overall execution and governance of this project engagement will be driven by a project plan. The project plan will be prepared by LSI, and mutually agreed by State management before the start of the engagement.

Implementation Approach - “Proven Process”

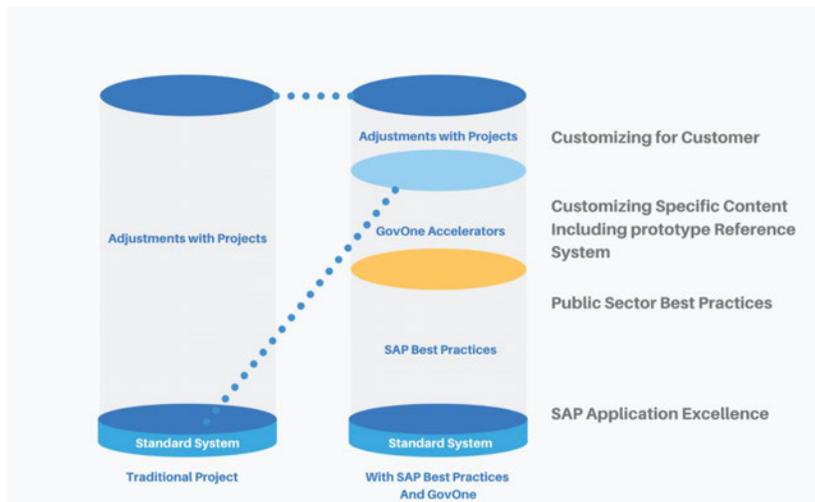
Our implementation approach takes advantage of years of experience with Public Sector implementations. Over the years we came across many Public Sector organizations of different size



and complexity. What we found out was that almost all organizations implemented the same processes in a similar way in SAP, with only minor differences due to legal or organizational differences.

Based on the similarities in processes, LSI has developed “Proven Process” templates, which include design documents, sample conversions, and sample interfaces and training documents based on our experience at other Public Sector clients. Internally we developed a fully functional Prototype system with all major business processes of a Public Sector organization. This prototype and templates allow us to implement SAP in a rapid deployment approach where the focus is on the validation of the proven process and identification of the variances.

From day one, the State will have access to our prototype system, which allows hands-on experience with the solution. All activities and tasks of a process are incorporated in the prototype and the focus during the first phase of the implementation will be in understanding the variations of a process instead of designing a process.



In addition, LSI has built project implementation accelerators to shorten the implementation time. These accelerators include:

- Sample conversion programs,
- Sample interfaces (SAP inbound / outbound), and
- Training materials.

All these pre-existing materials will allow us to improve the quality of the implementation, reduce the overall risk, and shorten the implementation time while focusing on value adding tasks instead of repetitive tasks.

Advantages to this Approach

There are many reasons why our approach has advantages with regards to

- **Commonality of Functions:**
 - Purchasing has many common components associated with Inventory (e.g. use of material master in purchasing documents and for inventory) that can be consolidated to not only simplify the implementation, but also reduce training requirements, and improve the overall processes (e.g. use of a material master in purchasing streamlines the data entry process). Inventory movements and material valuations are also necessary for effective controlling and financial reporting.
- **Start of Fiscal-Year Conversions:**
 - For Finance a Go-live date at the beginning of a Fiscal Year is preferred, since the complexity of the conversion task is reduced. Typically, only balance sheet items need to be converted compared to balance sheet items and detailed P&L line items, if a go-live is different from the beginning of the FY.
 - For Public Sector organizations, the number of purchasing related documents, such as purchase requisitions, purchase orders and contracts can be significant. Usually at the beginning of a fiscal year the number of these documents are the smallest during the entire fiscal year, since open purchase requisitions expire and only a limited number of purchase orders are rolled forward into the next fiscal year.
- **Economy of Scope**
 - **Faster Benefits Realization:** The benefits from the implementation in terms of better service to the State users and reduced support and maintenance for legacy applications will be realized after Phase 1.
- **Simplified Implementation:**
 - With our approach we eliminate a significant number of temporary interfaces between SAP and legacy systems.

Activate Cloud Methodology (Confidential)

Most SAP cloud implementations use the SAP Activate Cloud methodology. The SAP Activate Cloud methodology follows Agile principles and is well suited to cloud software implementation. We have therefore decided to adopt Activate Cloud methodology for this project. The activate methodology prescribes the implementation activities that must be performed and the deliverables to be provided. The SAP Activate Cloud methodology is structured into four implementation phases with a Quality Gate in each phase.



SAP Activate Cloud is a detailed and predictable methodology that is lean and fast, while at the same time incorporating the iterative and agile approach where it makes sense, e.g. with configuration and testing. This allows LSI to lead with best practices yet involve State in the configuration and testing cycles to ensure that the solution fits your business needs.

The SAP Activate Cloud methodology has four phases for the implementation project lifecycle: Prepare, Explore, Realize, and Deploy.

The figure below provides a view of our proposed implementation approach, which is based on our collective implementation experience from previous projects and combined with the unique requirements of a Public Sector environment.

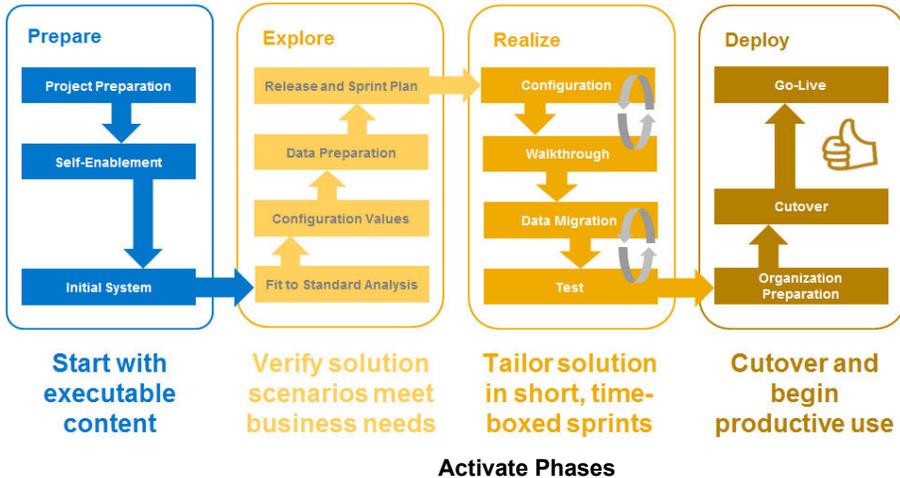


Phases and Streams in the Activate Methodology

The main components of the methodology are streams. Streams are collections of tasks required to achieve one or many deliverables. Streams can span many phases.

LSI will utilize the SAP Activate Cloud methodology and the SAP accelerators to implement the solution. The SAP Activate Cloud methodology is structured into four implementation phases PREPARE, EXPLORE, REALIZE and DEPLOY with one Quality Gate in each phase.





There are four Quality Gates, also called Q-Gates, executed during the implementation. Quality



Gates are performed to confirm that all stakeholders of the implementation project agree that specific deliverables meet the requirements and consequently that the project can continue.

Each phase is described in greater detail below:

In our phase description, the high-level project components are listed as “key activities” and the results of the activities as “work products”. Thus, we use these activities and deliverables as the basis for outlining the responsibilities of the LSI and State team below. The activities and work products help ensure accomplishment of the objectives defined by the initial planning and requirements gathering activities. The responsibility for each of these work products is shown in the matrices charts below the description of each project phase.

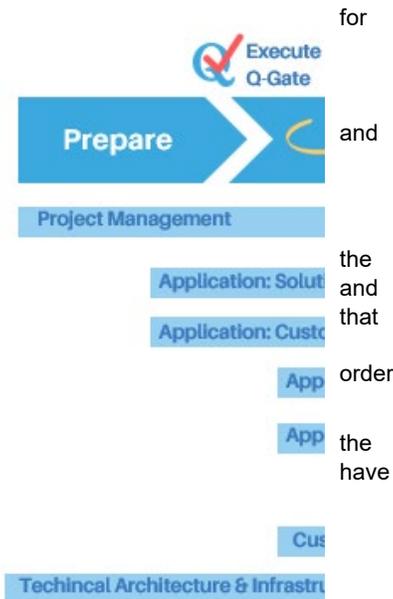
In the responsibilities chart A = Accountable and C = Contributing. The term “Accountable” indicates the party is accountable for the deliverable, while “Contributing” indicates the party that has the



responsibility to assist the “Accountable” party, with significant involvement in the completion of an activity or work product. Please note that the lack of performance by or absence of, a “Contributing” role can potentially result in the failure of an “Accountable” role. Therefore, each role shares a mutual responsibility relative to each task and deliverable at hand. Involvement in each task may represent commitment of resource time and/or provision of knowledge and information.

Phase 1: Prepare

1. The purpose of this phase is to establish a framework team success. During the Prepare phase the project manager works with State to finalize the project schedule, identify project resources, procure tenant(s), create the project document repository, initiate the project status calls/reports. The project is formally kicked off with the entire team via a workshop that may be held remotely or onsite.
2. In the Solution Design stream, the best practices for to-be business processes are reviewed with State configuration values are acquired. The end result is the project scope is confirmed. If the project scope varies from the Statement of Work, then a change is executed.
3. The team prepares for integration by confirming that integration, security, and infrastructure prerequisites been met. Where relevant, the data replication requirements are reviewed and any necessary mapping is completed.
4. Specific to cloud applications, in this phase LSI project team will start-up the initial system ready for “Fit to Standard Analysis”. They will do some initial solution enablement with the State and provisioning settings. LSI team will provide training content and interactive learning prior to the project kick-off to State team. This strategy accelerates learning and provides team members with a self-phased path for acquiring the skills and knowledge needed to complete the project successfully. SAP delivered accelerators for each task will be used.
5. The Project Verification Q-Gate confirms that all stakeholders agree to the implementation scope before proceeding with the project.



Sample Prepare Phase Deliverables:

1. **State** Team Self-enablement
 - o Ensure Key User Access to the SAP Service Marketplace
 - o Provide the State with Links to Learning Materials



- Review Self-Enablement Materials
- 2. Project Initiation and Governance
 - Create Project Charter and Scope Statement
 - Establish Project Governance
 - Define Project Communications and Reporting
- 3. Project Plans, Schedule and Budget
- 4. Project Standards and Infrastructure
 - Define Project Standards
 - Setup Project Team Logistics and Infrastructure
- 5. Project Kick-Off and On-Boarding
- 6. Phase Closure
 - Conduct Project Quality Gate
 - Obtain State sign-off for Phase Completion

Table: Sample Prepare Phase Work Products and Activities

***Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.*

Work Products	Description	LSI	State
State Team Self-enablement	Identify Key user	C	A
	Assist with setting up key user access to SAP Service Marketplace	A	C
	Provide key-user with links to learning materials	A	C
	Ensure State team members review learning materials	C	A
Project Charter	Provide input for development of project charter	C	A
	Develop draft project charter	A	C
	Review and approve project charter	C	A
Project Standards	Provide input for development of project standards	C	A
	Develop draft project standards	A	C
	Review and approve project standards	C	A
Project Work Plan	Provide input for development of Project Work Plan	C	A
	Develop draft Project Work Plan	A	C
	Review and approve Project Work Plan	C	A
Project Plans	Provide input for development of the Communications, Quality, Stakeholder Engagement, and Change Management Plans	C	A
	Develop Communications, Quality, Stakeholder Engagement, and Change Management Plans	C	A
Project Governance	Provide input for project governance	C	A



Work Products	Description	LSI	State
	Develop draft project governance documents	A	C
	Review and approve project governance documents	C	A
Project Kickoffs Events	Provide input for planning of project kickoff events	C	A
	Develop draft plan and materials for project kickoff events	A	C
	Review and approve plan and materials for project kickoff events	C	A
	Provide venue for project kickoff events and ensure attendance by appropriate State personnel	C	A
Staffing and Logistics	Develop project team staffing requirements	A	C
	Assign State staff in accordance with requirements	C	A
	Assign LSI staff in accordance with requirements	A	C
	Develop project logistics document	A	C
Project Work Environment	Provide project work environment for project team including consultants <ul style="list-style-type: none"> ▪ Office space ▪ Furniture ▪ Conference rooms ▪ Etc. 	C	A
Technical Infrastructure Requirements	Setup infrastructure for the project: <ul style="list-style-type: none"> ▪ Network connectivity ▪ Telephones ▪ Network security including VPN software ▪ Project repository ▪ Projectors and screens ▪ Photocopying and printing equipment 	C	A
System Environment	Contract for instances/tenants for sandbox system environment	C	A
	Provision instances/tenants for sandbox system environment	A	C
Phase Closure	Conduct Project Quality Gate	A	C
	Provide Sign-off for phase completion	C	A

Phase 2: Explore

1. During the Explore phase the focus is on the realization of the agreed-upon scope within the SAP solution. The purpose of this phase is to perform a fit/gap analysis to validate the solution functionality included in the project scope and to confirm that the business requirements can be satisfied. Identified gaps and configuration values are added to the backlog for use in the next phase.
2. During this phase LSI will hold a series of on-site workshops with the State subject matter experts to:
 - Present the functionality of the SAP software being implemented.



- Walk through and explain the best practice business processes.
 - Provide examples of best practices used in Public Sector.
 - Encourage attendees to identify configuration changes and areas where there are gaps between the requirements and functionality in the software.
3. Following the workshops, LSI and the State will develop redesigned business processes based on Public Sector best practices.
 4. The project execution deliverable continues as the project manager continues with project status meetings, status reports, and risk management.
 5. Enablement begins with the initiation of the project, as project team members receive numerous details to prepare for the project and working with the solution. Some of the enablement is delivered via workshops.

Sample Deliverables:

1. Execution / Monitoring of Project
 - o Direct and Manage Project Execution
 - o Update Project Management Documents
 - o Manage Project Issues, Risks and Changes
 - o Communicate Project Status and Progress
2. Fit to Standard Analysis
 - o Conduct Validation and Fit/Gap
3. Configuration Definition
 - o Define Configuration Values
 - o Request Quality System
4. User Access and Security
 - o Map Authorization Roles to User Business Roles
5. Integration Prerequisites Confirmation
 - o Apply Integration System Prerequisites
 - o Confirm Integration Prerequisites
 - o Set Up Network Connectivity and Security
 - o Confirm integration fields and create adaptation specifications



6. Solution Extension Preparation
 - o Identify custom extensions
 - o Define extension specifications
7. Data Load Preparation
 - o Perform Data Cleansing Activities
 - o Provide Templates and Instructions for Data Loads
 - o Define Specifications for Data Extraction Programs
8. Phase Closure and Sign-Off Phase Sample Deliverables
 - o Conduct Project Quality Gate
 - o Obtain State sign-off for Phase Completion

Table: Sample Explore Phase Work Products and Activities

**Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.

Work Products	Description	LSI	State
Project Execution/Monitoring	Direct and Manage Project Execution	A	C
Fit to Standard Analysis	Demonstrate Solution and map requirements to be met in each demonstration	A	C
	Validate solution and identify changes needed	A	C
	Review changes identified to meet requirements	C	A
	Document agreed upon change backlog	A	C
Configuration Definition	Document configuration decisions	A	C
	Review and approve configuration values	C	A
User Access and Security	Review policy on user access	C	A
	Provide training on authorization concepts and roles	A	C
	Map authorizations to user business roles	A	C
Integration Preparation	Apply integration prerequisites in the quality assurance system	A	C
	Confirm integration prerequisites for legacy systems	C	A
	Setup security and network connectivity for legacy systems	C	A
	Provide data mappings, value lists and adaptation specifications for interfaces	C	A
Solution Extension Preparation	Identify extensions required	A	C
	Develop extension specifications	A	C
	Review and approve extension specifications	C	A
Data Load Preparation	Provide templates for data loads	A	C
	Cleanse data in legacy systems	C	A
	Extract and prepare data for loads	C	A



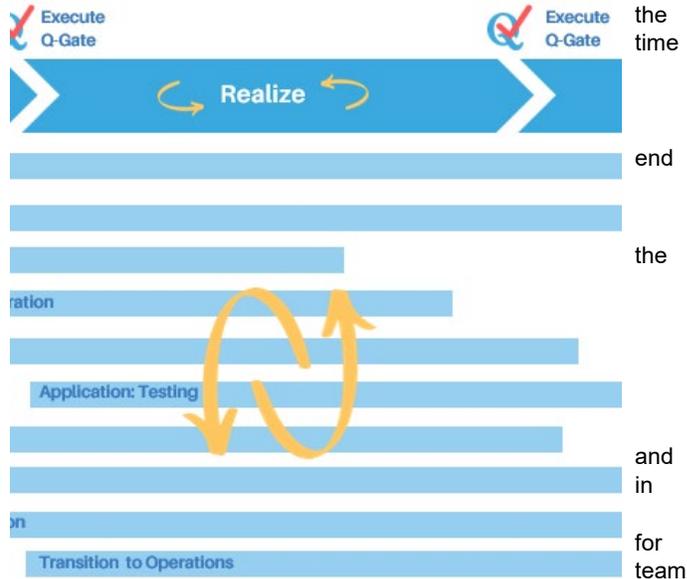
Work Products	Description	LSI	State
	Develop data load plan	A	C
Phase Closure	Conduct Project Quality Gate	A	C
	Provide Sign-off for phase completion	C	A

Phase 3: Realize

1. The purpose of this phase is to use a series of iterations to incrementally build and test an integrated business and system environment that is based on the business scenarios and process requirements identified in the previous phase. During this phase, data is loaded, adoption activities occur, and operations are planned.
2. Realize Activities:
 - Establish the solution landscape
 - Implement the solution in the development environment using incremental build in time-boxed iterations
 - Conduct overall end-to-end testing of the solution within the QA environment
 - Prepare for data migration and data archiving
 - Conduct performance testing
 - Conduct project team and key user training
 - Finalize end user training materials and documentation
 - Track and report on value delivery
3. During Realize phase, the project team uses a series of iterations (in the form of Agile sprints) to incrementally configure, test, confirm, and document the entire end-to-end solution and to create legacy data conversion programs. The project team actively works with business representatives to ensure good fit of the built solution to the requirements from the backlog. Project Team releases



results of multiple iterations to business users to accelerate to value and provide early access to finalized functionality. Each release is thoroughly tested in end-to-integration test and user acceptance test.



4. The project team documents configuration decisions and solution in the SAP Solution Manager tool. They also document all development – including interfaces, integration points, data conversion programs, reports, any required enhancements – in SAP Solution Manager. Once these activities are complete for particular release and the team has obtained business approval, they make the release available in the production environment.

Realize Phase Sprint 1

- LSI consultants will perform unit testing of standard transactions and updating the unit test log. LSI Project Manager shall prepare the Unit Test Summary Report; **State** Project Manager is responsible for review and feedback prior to presentation to executive leadership.
- **State** is responsible for definition and development of test cases, test scenarios and test scripts representing the comprehensive success criteria for this test phase. LSI shall assist with test case and scenario definition and script preparation.
- LSI Training Lead is responsible for the overall training plan; **State** Training Lead is responsible for providing appropriate schedules for end user training delivery, train-the-trainer candidates, and attendee lists.
- LSI Project Manager shall have responsibility for the overall project schedule; the **State** Project Manager will be responsible for providing updates of specific **State** assigned tasks.

Realize Phase Sprint 2

- Organizational change management and training activities ramp up significantly during this phase of the project. At the conclusion of Sprint 1, the OCM team has a solid framework on which to base course outlines, organizational impact assessments, and communications.



- Any requests for change at this stage shall be strictly controlled and evaluated by the PMO for inclusion based on complexity, resource availability, and lead-time for testing.
- **State** is responsible for execution of tests (with LSI assistance) and logging of defects. LSI is responsible for management/coordination of test activities and correcting defects identified during testing (in components within LSI responsibility) that did not comply with approved the **State** design developed in the explore phase. The LSI Project Manager shall prepare the Summary Report; the **State** Project Manager is responsible for review and feedback prior to presentation to executive leadership.

Realize Phase Sprint 3

- Sprint 3 tests business processes from end-to-end including all technical developments to ensure that functionality in the system, together with custom developments, works as required. Configuration documentation and functional/technical specifications are updated to reflect any changes to the “as built” system.
- Results of complex calculations such as payroll results are tested by comparison to the legacy system results. This requires parallel testing. A separate client with restricted access is used for payroll parallel testing, to preserve confidentiality of employee data. All employee data is converted to this client and payroll executed for selected periods. Any errors found are traced back to the source. If payroll configuration is the source of the errors, it is corrected. Source data or legacy system errors will be corrected by **State** in the legacy system. This process will then be re-executed.
- A preliminary cutover plan is developed in this phase including the steps needed to build the production system, all automatic and manual steps, the data conversion steps, final checks and approvals for entering live data. Timing for the actual cutover and conversion process and downtime estimates is validated in Final Prep.
- The final activity in this phase is to review the results of Sprints testing, UAT, and organizational and training readiness assessments and confirm the decision to proceed with training and preparations for the transition to production support mode.

Sample Deliverables

1. Execution / Monitoring of Project
 - Direct and Manage Project Execution
 - Update Project Management Documents
 - Plan and Execute Agile Sprints
 - Manage Project Issues, Risk and Changes
 - Communicate Project Status and Progress



2. Solution Configuration

- Receive Quality System
- Complete Core Configuration
- Specific areas of Configuration
- Determine and Create Sample Data
- Configure Output Management
- Execute Business Process Unit Test

3. Forms Enhancement

- Mockup Standard Forms with Changes
- Adapt Forms to **State** Requirements

4. Solution Extension Development

- Complete Key User Adaptation
- Request Custom Content Development
- Prepare Conceptual Demonstration of Custom Content

5. Reports

6. Solution Walkthrough

7. Solution Test Preparation

- Prepare Test Cases
- Create Test Plan

8. Integration Setup in the Test System

- Create Integration Mappings and Transformation
- Perform Integration Set Up on the Cloud System
- Perform Integration Set up on the On-premise Test System
- Execute Initial Integrated Data Load

9. End User Training Strategy and Plan



- Conduct Learning Needs Analysis
- Developed Detailed End-User Training Plan
- 10. End User Training Material and Resources**
 - Develop Training Material
 - Train the Trainers
- 11. Legacy Data Migration**
 - Execute and Validate Data Migration
 - Support Data Load Issue Resolution
 - Conduct Final Data Quality Assessment
- 12. Solution Test Execution**
 - Execute Test Case
 - Resolve Test Incidents
- 13. System User Roles and Authorization Administration**
- 14. Technical Operations and Handover Plan**
 - Establish Support Process
- 15. Cutover Plan**
- 16. Phase Closure and Sign-Off Phase Sample Deliverables**
 - Conduct Project Quality Gate
 - Obtain **State** sign-off for Phase Completion

Table: Sample Realize Phase Work Products and Activities

**Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.

Work Products	Description	LSI	State
Project Execution/ Monitoring	Direct and Manage Project Execution	A	C
Solution Configuration	Receive Quality System	A	C
	Complete Core Configuration	A	C



Work Products	Description	LSI	State
	Specific areas of Configuration	A	C
	Determine and Create Sample Data	A	C
	Configure Output Management	A	C
	Execute Business Process Unit Test	A	C
Forms Enhancement	Mockup Standard Forms with Changes	A	C
	Adapt Forms to State Requirements	A	C
Solution Extension Development	Request solution extension development	A	C
	Perform Conceptual Demonstration of Custom Content	A	C
	Perform Development of Custom Content	A	C
Reports	Educate State on standard reporting functionality	A	C
Solution Walkthrough	Provide input on scenarios and data for walkthrough	C	A
	Conduct solution walkthrough and document issues	A	C
	Review and approve solution and issue resolution	C	A
Solution Test Preparation	Prepare Test Cases and Test Scripts	C	A
	Prepare Test Plan	A	C
	Review and approve Test Plan	C	A
	Provide Test Execution Training	A	C
Integration Setup in the Test Tenants	Create Integration Mappings and Transformation	A	C
	Perform Integration Set Up on the Test Tenant	A	C
	Perform Integration Set up on Legacy System	C	A
	Execute Initial Integrated Data Load	A	C
End User Training Strategy and Plan	Conduct Learning Needs Analysis	A	C
	Developed Detailed End-User Training Plan	C	A
	Review and Approve End User Training Plan	C	A
End User Training Material and Resources	Develop Training Material	C	A
	Train the Trainers	C	A
Legacy Data Migration	Execute and Validate Data Load	A	C
	Validate data loaded	C	A
	Support Data Load Issue Resolution	A	C
	Conduct Final Data Quality Assessment	A	C
Solution Test Execution	Execute Test Case	C	A
	Resolve Test Incidents	A	C
System User Roles and Authorization Administration	Set up procedures for user roles and authorizations maintenance post go-live	C	A
Technical Operations and Handover Plan	Establish process for helpdesk and support	C	A
Cutover Plan	Provide input for cutover plan	C	A
	Develop cutover plan	A	C
	Review and approve cutover plan	C	A

Work Products	Description	LSI	State
Phase Closure	Conduct Project Quality Gate	A	C
	Provide Sign-off for phase completion	C	A

Phase 4: Deploy

1. During the Deploy phase the team prepares for final system deployment.

2. New deliverables occur in the Project Management stream, in addition to the day-to-day project execution. Towards the end of the project, the service delivery team transitions State over to SAP Support and closes out the project.

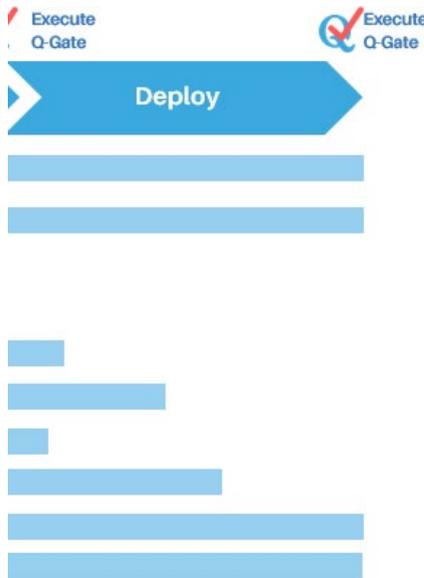
3. In the Solution Adoption stream, State prepares the transition plan that will be used to roll out the new solution within the organization and with other impacted parties. This includes activities to train users, initiate productive use of the new solution, and push adoption within the organization. Then the planned activities are executed.

4. The Cutover Execution stream executes the cutover plan to deliver a production system that is ready for real transactions. Once the Go-Live Q-Gate is executed, operational transactions are entered and processed in the production environment.

5. Often, customers will purchase additional go-live support or training services, which can easily be plugged into the methodology as a stream.

6. Deploy Activities:

1. Finalize the solution and its supporting tools and processes for production go-live
2. Resolve all crucial open issues
 - o Conduct system tests
 - o Check that system management is in place
 - o Proceed with cut-over activities, including data migration



3. Execute transition and cutover plans including organizational change management (OCM) plans
4. Complete all scheduled end user training
5. Identify and document all issues encountered in the transition to the new solution
6. Monitor business process results and the production environment
7. Establish center of excellence for support that provides:
 - o Production support processes
 - o Exceptional business monitoring processes
 - o Extraordinary technical support
 - o System enhancements
8. Track and report on value delivery

Sample Deliverables

9. Execution / Monitoring of Project
 - o Direct and Manage Project Execution
 - o Update Project Management Documents
 - o Manage Project Issues, Risk and Changes
 - o Communicate Project Status and Progress
10. Set up the production environment in accordance with the with the cutover plan
 - o Set up User ID's for Team Members in Production System
 - o Execute cutover tasks per cutover plan
 - o Migrate configuration to production
 - o Apply Non-transportable setup
11. Integration Setup on the Production System
 - o Apply all integration prerequisites
 - o Set up network security and connectivity



- Perform integration setup

12. Solution Extension Deployment on Production

13. Execute Initial Integrated Data Load

- Validate Migration Datasets and Load Processes
- Initial Data Load
- Load Validation

14. End User Training

- Prepare and Build Training Content in Project Environment
- Deliver end user training
- Establish and communicate internal support process

15. Production Cutover

- Approve system for live use

16. Delivery to Support Handover

- Conduct the handover to support meeting

17. Production Support After Go Live

- Provide post go live support

18. Project Closure and Sign-Off Project Sample Deliverables

- Conduct Project Quality Gate
- Obtain **State** sign-off for Phase Completion

Table: Sample Deploy Phase Work Products and Activities

**Please note all Work Products, Assignments and Activities are samples only. Actual work products will be finalized during project negotiations and project planning stages.

Work Products	Description	LSI	State
Project Execution/ Monitoring	Direct and Manage Project Execution	A	C
	Update project management documentation	A	C
Production System Setup	Set up User ID's for Team Members in Production System	C	A
	Execute cutover tasks per cutover plan	C	A



Work Products	Description	LSI	State
	Migrate configuration to production	A	C
	Apply Non-transportable setup	C	A
Integration Setup on the Production System	Apply all integration prerequisites	C	A
	Set up network security and connectivity	A	C
	Perform integration setup	C	A
	Execute initial integrated data load	A	C
Solution Extension Deployment on Production	Deploy solution extensions in production	A	C
Execute Initial Integrated Data Load	Validate Migration Datasets and Load Processes	A	C
	Initial Data Load	A	C
	Load Validation	C	A
Deliver End User Training	Prepare and Build Training Content in Project Environment	C	A
	Deliver end user training	C	A
	Establish and communicate internal support process	C	A
Production Cutover	Approve system for live use	A	C
Delivery to Support Handover	Conduct the handover to support meeting	A	C
Production Support After Go Live	Provide post go live support	C	A
Project Closure and Sign-Off Project Sample Deliverables	Conduct Project Quality Gate	C	A
	Obtain State sign-off for Phase Completion	C	A

Post Go-Live / Hypercare Phase

1. The Run Hypercare is a critical post go-live phase for the success of the system. This is the phase in which State will use the system for its operations. Implementation of a new enterprise resource planning system is a major event that can initially destabilize business operations substantially. The purpose of this phase is to support the users as they adapt to the new business processes and to restore/maintain stability of business operations. It is also the final phase of the project.
2. As users enter data into the system, system administrators, LSI consultants and State project team members run reports in the system to review data entered by various user groups. If a particular user group is not entering data (a common occurrence), the project team investigates to identify the reasons and to offer assistance.
3. Issues reported to the help desk are logged and assigned to the appropriate member of the State helpdesk for resolution. Any issue that cannot be resolved by the helpdesk is assigned to the State project team. Issues assigned to the project team are jointly resolved by the customer project team members and consultants with the goal of building sufficient knowledge within the customer project team for resolution of issues. Periodic meetings are held with operational supervisors to identify problems in smooth execution of business processes. As a result of the meetings, changes may be made to system settings or to user procedures to make business processes work smoother.



4. A quality review of the project is performed to identify lessons learned; areas where improvements are needed, future support needs, and any other items that need to be addressed. Finally, project team and LSI management review the results of the quality review, discuss and document future steps to be taken, verify contractual commitments are satisfied, and close the project.

Transition Plan (Confidential)

A preliminary transition plan is developed in the Deploy phase including the steps needed to build the production system, all automatic and manual steps, the data conversion steps, final checks and approvals for entering live data. Timing for the actual transition and conversion process and downtime estimates is validated in Final Prep.

The Transition Plan identifies the activities to be performed during the transition process from getting started through execution of all related tasks.

- Planning
- Acceptance
- Execution

The plan further defines the activities required to facilitate a smooth transition into production for additional SAP functionality.

The major activities of Transition are the migration of master data and getting the Production SAP system functionally and technically ready.

Transition Planning Objectives and Goal

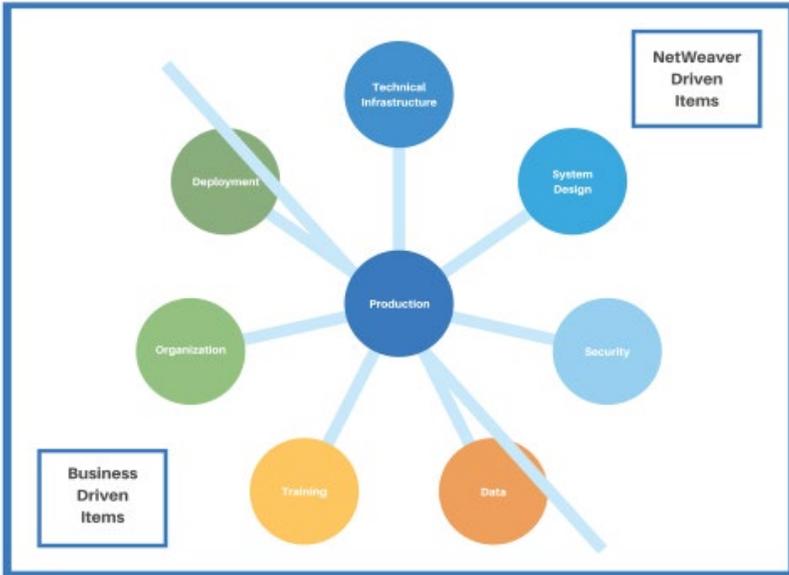
Objectives

- Establish the Process for the Actual Go-Live Transition
- Define the Approach and Framework for executing the Transition
- Establish Approval Criteria for Formal Transition Acceptance
- Define Project Team Activities, Roles & Responsibilities
- Define Organization Team Activities, Roles & Responsibilities
- Define Project Management Activities, Roles and Responsibilities

Objectives

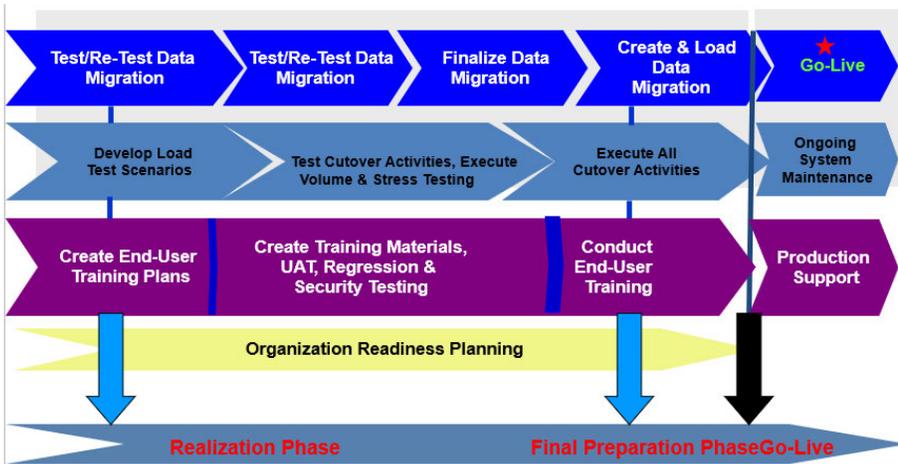
The Goal is a plan to ensure a smooth transition to production.





For each SAP Project Phase, there will be a separate set of Transition documents created using the following templates:

- Transition Checklist
- Transition Task List/Schedule



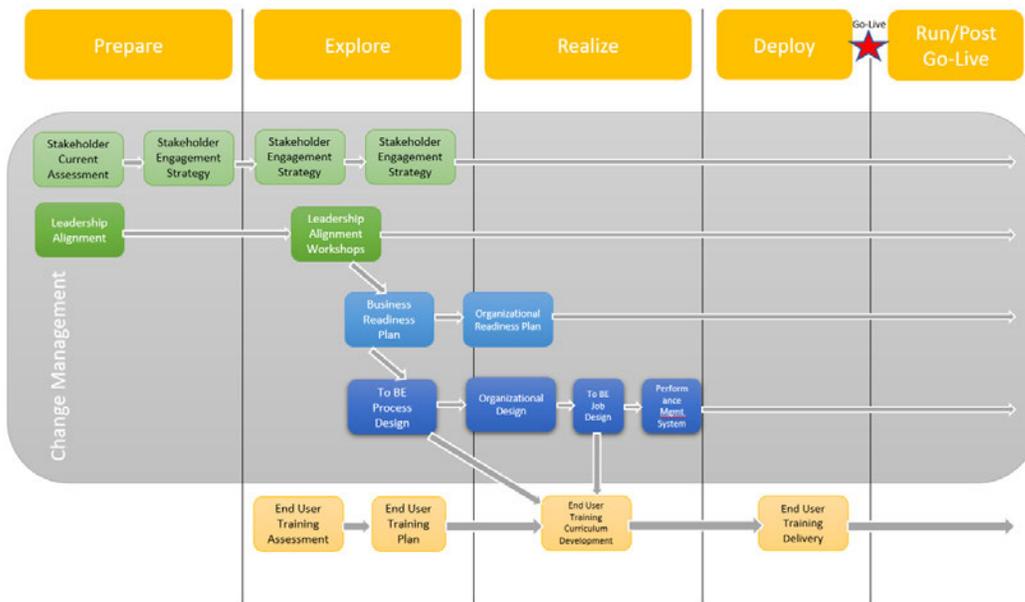
A Transition Schedule will be maintained, tracking all key area milestone dates to ensure all areas are coming together for the individual effort. A Transition Checklist will be created with all necessary detail and dependencies are tested/updated via the transition simulations and lessons learned process.

Lessons Learned from each transition simulation are to be evaluated and included as updates to the Migration Plan going forward.

Organizational Change Management - An Integrated Plan (Confidential)

Our OCM methodology and approach addresses the work that our consultants are intended to do in collaboration with State and the Change Management Team. Our OCM methodology ensures we have an integrated plan that reaches all targeted audiences. Below is a graphical depiction of our organizational change management methodology.

Organizational Change Management Roadmap



Our team is in a very unique position to have been involved in a project of the same magnitude as the State Organizational Change Management and Project Training implementation. Our experience will provide the State with a distinct advantage in change management capabilities by leveraging already proven strategies, approaches, techniques and plans. The follow content will outline our high-level project execution approach and associated deliverables.



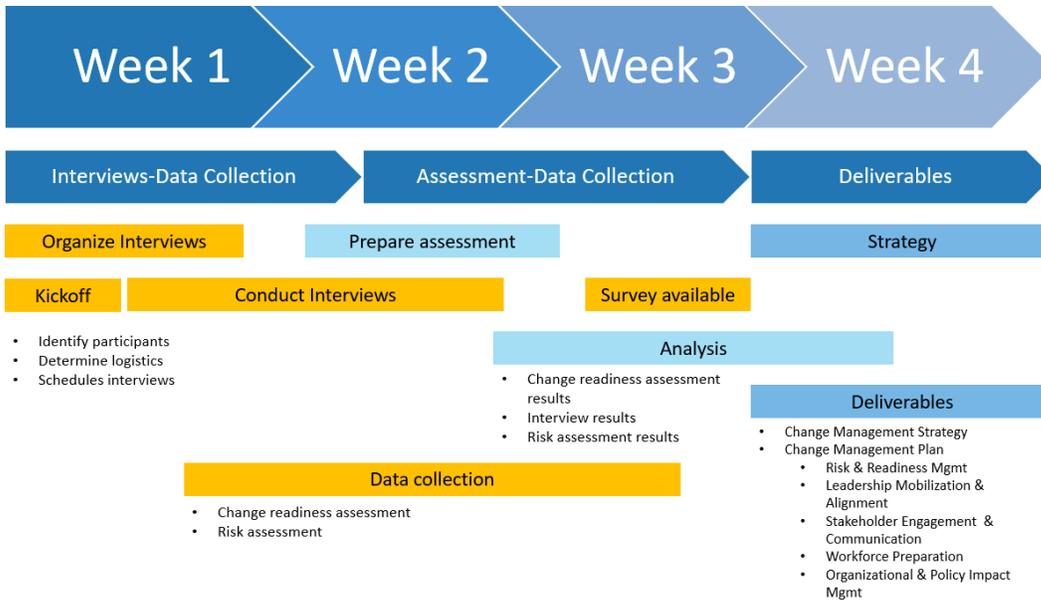
Our Project Team Execution Approach

Change Readiness Assessment

The Change Readiness Assessment is designed to measure the readiness of State employees to perform new work processes, using new systems by determining:

- Level of willingness to adopt the new processes and work in the new system
- Source and degree of potential resistance to change in managers and employees
- Level of organizational readiness to acquire needed skills and knowledge
- Capability to provide high-quality performance support for user of the new system
- Ability to adopt the new changes by removing organizational barriers

Below is our typical timeline for conducting a change readiness assessment. The duration will vary based on the culture and requirements of each individual client.



Objectives:

- Understand leadership alignment: vision, goals, objectives and expected ROI; involvement of key leadership (project team members, functional leads, operational leads)
- Understand and evaluate communications processes: Communication style, vehicles, modes, effectiveness

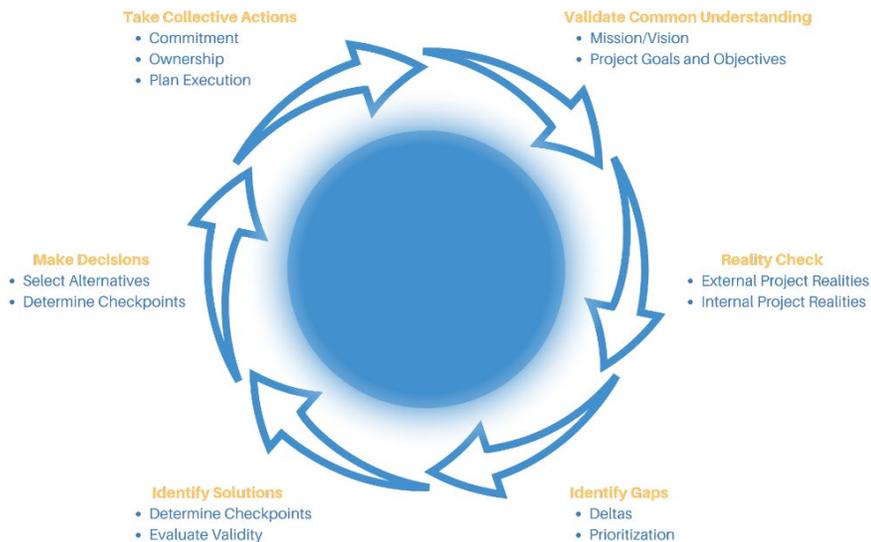


- Understand stakeholder: define key influencers – effect on acceptance, adoption and ownership; project team – team structure, roles and responsibilities

Change Readiness status is checked over the lifecycle of the project by conducting periodic change readiness surveys.

Leadership/Sponsor Alignment

Our Leadership Alignment strategy and plan will mobilize all leaders to facilitate/manage the change that will occur during and after the implementation. Aligning leaders around goals and objectives of this effort is essential to a successful SAP deployment and implementation. A key to success is that the affected leaders not only understand and visibly support the initiatives, but that they also take responsibility for leading the change and setting a good example.



Our Leadership Alignment model depicted above is the framework for which we will achieve effective leadership commitment and support at State.

Objectives:

- Ensuring that buy-in occurs from the top of the organization down throughout all affected departments. This is done through communication/engagement events conducted in the departments to raise awareness and gain support.

- Delivering all communications to supervisors and managers before they are distributed to their employees. This ensures supervisors are able to answer questions that come up when their employees read the communications.
- Ensuring that Departmental leadership understands clearly and communicates consistently the benefits and business case for the change.
- Helping Senior Leaders and Sponsors identify what is required of them and their direct reports in support of the project.

Stakeholder Engagement Overview

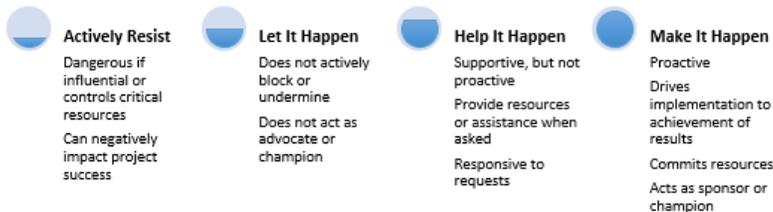
Stakeholder Engagement is all about building relationships with people who are impacted by the implementation or who could make an impact on the project's success. This strategy is the foundation of effective stakeholder engagement and refers to the formal management of the human dimensions of changes associated with the State implementation.

Stakeholder Analysis

The analysis will follow a three-step methodology:

1. Identify stakeholders. This includes listing the different stakeholders and a description of what they actually do.
2. Anticipate the kind of influence they have. Most importantly, how much power each stakeholder has within divisions, what the needs and expectations are of the stakeholders, and how these can be satisfied by the stakeholder engagement strategy.
3. Develop a key stakeholder action plan in order to get the most effective support. Our stakeholder assessment tool will be used to determine the current standing of key stakeholders as it relates to the changes associated.

State stakeholders will be mapped into four areas of involvement:



Objectives:

- Coordinate the communication activity across all parties to monitor the accuracy of key messages, improve efficiency, and avoid mixed messages being given to different stakeholders.
- Plan enough time for effective stakeholder engagement. One size does not fit all. We need to employ a variety of techniques to understand the range of stakeholder views.

- Collect and analyze the full range of views and group them into themes to get the big picture. People give their own views and identify what the potential issues are for them.
- Be prepared to listen. We cannot assume we know what people want and what their aspirations are, as they can be very different to what we perceive them to be.

Change Impact Analysis

The purpose of this effort is to outline the approach for determining how stakeholder groups will be affected by changes resulting from the State OCM implementation. The graphic below outlines the approach and process for which the change impact workshops discussions will flow.

Factors for Determining Change Impacts

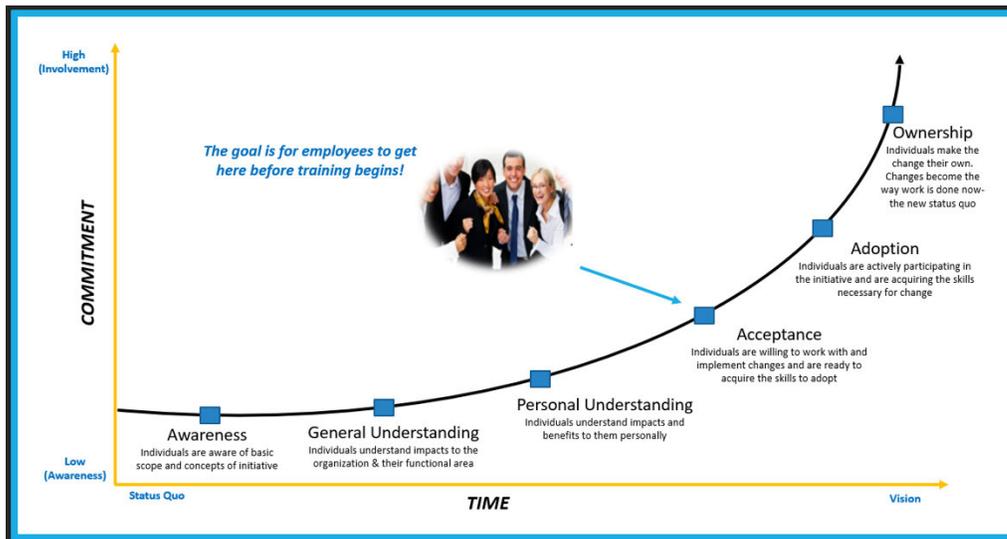
Operational Impacts	
Changes in work processes	What changes in State processes are expected? What is still unresolved? Are there questions you have that have not been addressed?
Integration between groups	Any new teams or regular communications that will change or need to be established within the department? Any regular meetings or teams that should be stopped because of the implementation?
Integration with other divisions	Any new teams or communications processes that need to be established to ensure effectiveness? Will expectations of other divisions change (timeliness of reporting, accuracy of reporting, etc.)? Will measurements be put in place to track and report their effectiveness or level of performance?
External stakeholders	Any changes that need to be communicated to stakeholders? Any differences in the way we will work with external stakeholders? Any differences that the public will see?
Policy and Procedure Impacts	
Policies and/or procedures	What will State change? What documentation is required (policies/procedures that need to be changed, clarified, or written)? Are there policies or procedures that need to be purged based on the organizational redesign? Will Policy/procedure manuals still be up-to-date? Necessary?
Authorization processes or levels	Will the transactions needing authorization (types, levels/people, dollar limits) change?
Auditing/standard accounting practice implications	Are assignments of tasks/data security aligned to provide required internal controls?
Role / Job Impacts	
Tasks performed	Any new tasks that will be performed? Any tasks that will go away? Any changes in the remaining tasks? Will the complexity of the tasks change?
Role/job impact	What job characteristics will change? What combinations of tasks will shift? What major responsibility changes do you expect?
Designing for job effectiveness vs. current assignments	Do the people in job roles currently possess the needed skills for the new org design?
Amount of time required	Will there be a change in the amount of time required to perform job tasks? More? Less?
New competencies required	How will people be expected to behave differently? What new job skills or organizational skills will be required? Any opportunities to bring new competencies into the department?
Performance standards/expectations	Will people be expected to perform at a different level than they are currently? (change in key performance indicators – KPIs)

Communication Planning and Execution

A comprehensive strategy and communication plan will be created to drive the creation and delivery of effective messaging. This plan is a dynamic, living, and breathing document. It will be updated periodically to ensure the right communication is getting to the right stakeholders at the right time. The following principles lay the foundation for effective communication:

- Message redundancy is related to message retention.
- The use of several communication channels is more effective than the use of one single medium to convey a message.
- Face-to-face communication is a preferred medium for providing a forum of dialogue with constituents.
- The existing organization structure is oftentimes the best channel for disseminating information about the implementation.
- Direct supervision is the expected and most effective source of organizationally sanctioned information.
- Opinion leaders, who may not necessarily be organizational leaders, are effective change agents.
- Information that is consistent and reinforces basic values and beliefs is effective in changing opinions and attitudes.
- Personally relevant information is better retained than abstract, unfamiliar or general information

Communication Execution Goals



Objectives:

- Identify key stakeholders.
- List what types of information are of most value to our stakeholders.
- Identify optimum means of communication and agreement on the format for information that is provided.
- Establish the purpose, timing, location and attendees for regular meetings.
- Identify which communication vehicles will be used and whether any steps are required to put them in place.
- Include specific steps that the project team and stakeholders groups can take to keep everyone who will be impacted by the project well informed.

Below are samples of the effective communications tools used by Our Team to engage and communicate with numerous State Stakeholders.



Periodic communication effectiveness assessments will be conducted by OCM to determine if the State stakeholders and end-users are moving up the continuum to acceptance and adoption. These assessments are done via an online survey tool.

Business Readiness

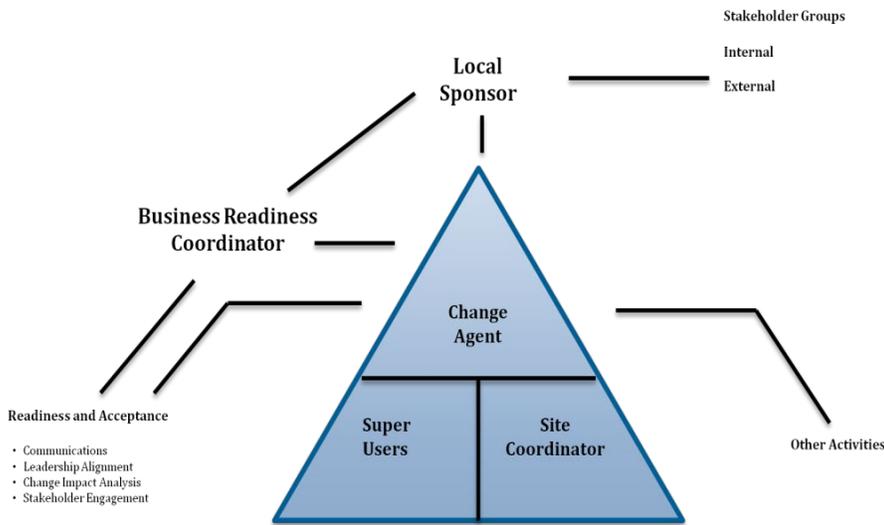
Business readiness is about workforce preparation. The Business Readiness Model will provide all State employees within the affected areas with a state of preparedness for the project. This confidence will allow for the appropriate sponsors/leaders to take ownership of the change for their functional area. We anticipate a model such as this being in place for all affected departments.



Objectives: To get greater buy-in, commitment, and support from key stakeholders and employees within the organization. We will establish business readiness networks within State departments that:

- Are visible advocates within their teams or departments
- Communicate with their people - deep and often
- Understand the expected changes and determine the impact on their people
- Make, or help affect, any required changes to their organization
- Understand, measure and achieve business goals for implementation success
- Plan for and monitor effectiveness of human performance improvement

Business Readiness Model



Business Readiness Role Definition:

<p>Business Readiness Lead Accountable for completion, accuracy, and acceptance of readiness activities in the business Serve as a go-between for the Project and Local Sponsor Provide direct or indirect support in working with Super Users, Change Agents and Site Coordinators</p>	<p>Super User Communicate, plan for and make required changes Conduct training and knowledge transfer efforts Monitor the stabilization of new solutions Facilitate efforts to realize the ROI Coordinate/participate in readiness and acceptance activities</p>
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Change Agent

Take ownership of the change for their department or functional area

Keep a business perspective – both macro (goals/objectives) and micro (what managers and employees cope with)

Coordinator

Ensure logistics are complete and verified for departmental or functional readiness events

Manage employee notifications

Ensure venue setup

Risk Assessment and Risk Mitigation Plan (Confidential)

Our risk management approach focuses on identifying, quantifying, classifying, assessing, and minimizing threats to achieving the project objectives. The Project could face many operational, technical, and managerial challenges. Major business transformation projects of this kind, given the magnitude of change, involve inherent risks. We appreciate the risks faced on these types of projects and know how to help State manage the known risks aggressively and how to react quickly and appropriately to the unexpected ones. We will work in concert with the State project leadership team to mitigate foreseeable risk by managing risks at each level of the project and escalating risks to the proper State Project stakeholders when necessary.

Successful risk management, as we have collectively seen on dozens of projects, is about having a clear and comprehensive approach that includes a proven methodology, detailed planning, and comprehensive business solutions. Our risk management approach includes:

- Review each risk to assess its importance and likelihood so we can prioritize using available resources, or those risks that represent the greatest challenges or opportunities;
- Regular reviews of risk matrices to confirm results of mitigation plan, understand trends in risks and confirm risks do not exceed a threshold where a re-plan would be required
- Establish clear communication with senior management to keep them informed of risk and quality issues with recommended corrective action.

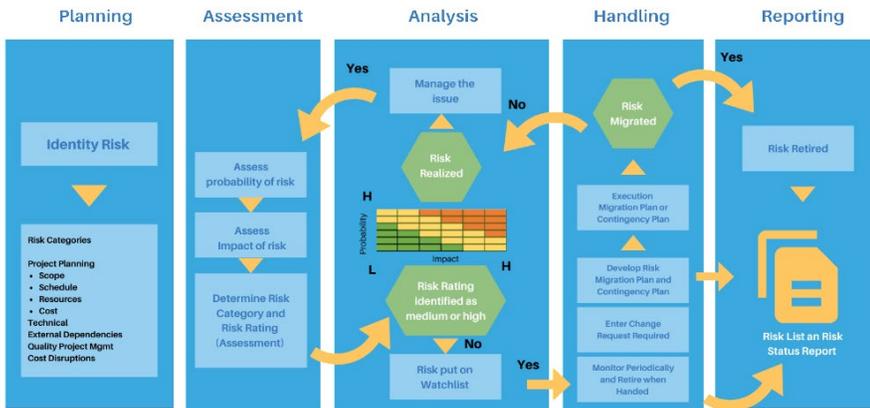
In addition to these the comprehensive approaches, we employ risk mitigation strategies including:

- Comprehensive change management and organizational approval – we work hand-in-hand with the State project leadership to identify and resolve any issues
- Ground all work to business value – includes the establishment of consistent procedures to report and monitor performance measures, such as regularly scheduled meetings, tracked Earned Value, etc.
- Technology and service delivered –
- Planning – identify and assess risks
- Assessment – determine probability and potential cost-effective risk mitigation actions



- Analysis – assign a rating of high, medium, or low and maintain and monitor the risk watch list
- Handling – develop and execute as necessary the risk mitigation or contingency plan
- Reporting - update and report progress in reducing risk

This comprehensive approach allows us to address a fundamental tenet throughout our risk management process, which is responding to changes over time. Because our process is comprehensive, it is imperative to remain focused on the objective, risk management, and not on the mechanics. Therefore, we train our project leads to follow the standardized process for identifying, evaluating, and reporting risks.



LSI Team’s Risk Management Process – Our risk management process continually assesses, mitigates and monitors risk to minimize impact on the Customer SAP implementation project

Our team will create the Project Risk Document during the first phase of the State project. If a risk might affect the achievement of project dates, then LSI project leadership works with the State project leadership to identify and evaluate potential courses of action as well as the pros and cons associated with each. LSI performs impact and probability analysis to determine if redirecting resources from other activities can efficiently mitigate the risk.

The State and the LSI team work together to identify the appropriate action and the implementation of the selected action steps. Applying mitigation techniques to identified risks provides a more focused level of monitoring to minimize the potential effect of the high impact risks. The result of this process is an ordered list of risks the project uses to develop mitigation strategies.

We also assign ownership for tracking the mitigation and status of each risk. Our team captures a mitigation strategy for each risk in the Risk Tracking document, conduct weekly updates, and communicate the risks to the State project management as part of the Project Status Report. In addition,



we develop a detailed description of the responses we plan to take for each risk. The team reviews the mitigation strategy for each risk with State and assesses the effect on cost, schedule, and resources.



We qualify identified risks by assigning to each a probability of occurrence and impact. Impacts may be in one of five areas: cost, schedule, business performance, acceptance and sustainability. A risk may affect more than one area so it is qualified in the area of greatest impact.

Our risk mitigation strategy includes a top-down and bottom-up approach. From a top-down risk management approach, the project management team leads the development of a risk mitigation plan.

One component of the plan is to develop a Risk Tracking document that we use to determine the magnitude of known risks and identify new potential risks. Risks include items of concern that require management involvement to enable project success by preventing issues from occurring. The figure above shows our top-down, bottom-up risk mitigation approach.

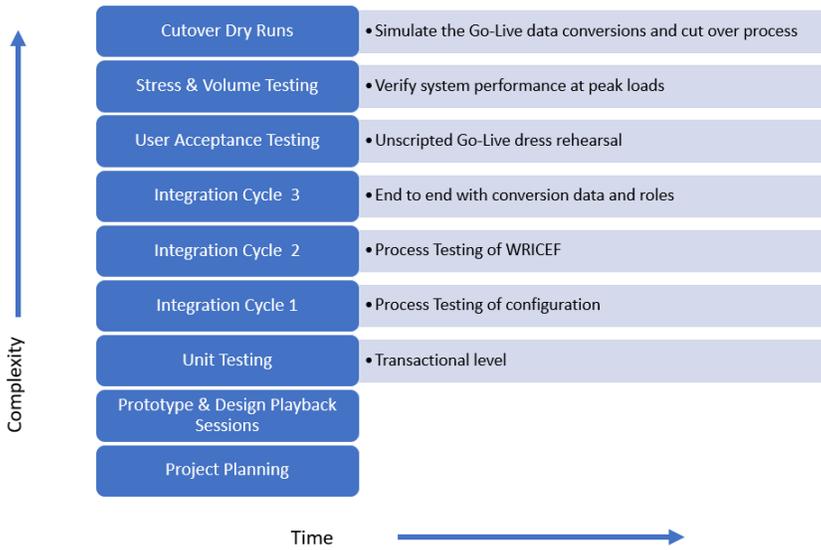
From a bottom-up risk management approach, the project team members implement the Risk Mitigation Plan. One component of the approach is the maintenance of the project risk list. We use a Microsoft Excel® risk log to track and prioritize project risks.

Quality Control (Confidential)

Testing is the cornerstone of LSI's validation-centric approach – the majority of the timeline for each project phase is dedicated to testing activities. Our testing methodology is iterative and builds upon



itself in successive cycles of increasing complexity. Ensuring a high-quality solution depends in large part on State participation, both by empowered core team members and extended team subject matter experts who provide depth and breadth of State business process knowledge. LSI brings expertise in SAP software functionality, a proven methodology, and years of Public Sector experience, however we rely on State to articulate the success criteria for the implementation. Testing takes place during the Realize phase.



There are many different types of tests that occur during the life cycle of an SAP implementation, and each plays a critical role in the ultimate success of the project. The types of tests include unit testing, scenario testing, development testing, security testing, integration testing, system testing (technical and performance tests), and user acceptance testing. Each type of testing is intended to address a different project need. In addition, each test type builds on the previously completed testing and presupposes the successful completion of previous testing.

Planning for testing starts in the Prepare Phase with an overall testing strategy document outlining specific test cycles, expected durations, and high-level staffing requirements. Entry and exit criteria shall be identified for each test cycle.

Unit testing starts at the transaction, app or program level, using test data. In the case of transactions, and apps, testing focuses on the inputs and expected results for the transaction or app. For programs sample test data is defined in the specification document.

In contrast, integration testing is complex in terms of business process. The planning and testing time for integration testing increases as the number of processes, interfaces, enhancements and configuration changes increase. Note that appropriate resources from both LSI and State are necessary to support complex testing and are critical to completing good-quality testing as well as to



completing testing within the timeline defined in the project schedule. Specific State resources assigned to testing activities shall be detailed in the test plan when it is developed. Prior to the start of each integration test cycle, LSI will schedule business scenario planning workshops with State stakeholders in the functional areas to be tested. These workshops are held with an extended group of subject matter experts (i.e. core team plus extended team business process experts) to review the functions to be tested and compile a comprehensive list of relevant test cases and test scenarios. For example, procure-to-pay scenarios might include requisitions for commodity items on contract, IT equipment charged to a grant, sub-contractor services on a capital project, and other permutations identified by the workshop attendees. Each of these scenarios is incorporated into a formalized test script executed in that test cycle. Integration test scripts should focus on the flow of business activities through the system with expected results checked at the end of the process flow. Interim results may be checked but are less critical to the test results. By contrast, interim results may be critical to error identification and correction during integration test so interim results are not to be ignored; however, natural checkpoints should be available at SAP internal integration points between modules or at system level handoff points (interfaces).

Three cycles of integration testing are prescribed by the proven Activate methodology, from which the FocusOne methodology is derived. Integration Test Cycle 1 (ITC1) will concentrate on testing business processes inside the SAP System, starting with touch point scenarios and ending with end-to-end-scenarios. State specific development such as user-exits, workflows, and custom transactions will be included in the first iteration. The objective of ITC1 is to show that the SAP system, as built, properly communicates information across SAP internal integration points and that business processes flow properly inside the system. Integration Test Cycle 2 (ITC2) will focus on the most important cross-enterprise scenarios with touch points to external components, including testing of conversions, and inbound, outbound and circular interfaces. The objective of ITC2 is to show that the system integrates into the State environment properly, that communication to State legacy systems is functioning as designed. We expect the State Project Manager to be responsible for coordination of legacy system data extracts and interface test systems.

Workflows, authorizations, user roles, reports, and forms will be tested in ITC3.

User Acceptance Testing (UAT) follows ITC3 after the exit criteria have been satisfied. State power users and select end-Users (as identified by State) will perform a separate UAT during the FocusOne Deploy phase using some of the integration test scenarios and additional ad hoc processing as appropriate. LSI's role in this testing phase is limited to break/fixes.

System testing consists of technical tests and performance related tests. Technical tests are Netweaver (SAP's application infrastructure) oriented, whereas performance tests cover both Netweaver and application aspects. The technical tests aim to validate that the technical components of the production environment are working properly. Technical tests include failure recovery test, disaster recovery test, back-up and restore test, system administration test, and printing test as well as going-live check.

The performance related tests include volume and stress testing of business transactions and business transaction input/output using printer devices as well as batch-cycle tests and month/quarter/year-end processing. Performance tests will concentrate on stress test (i.e., stressing the system with all components involved in certain scenarios until it performs to predefined values. Volume testing concentrates on processes or transactions, if the throughput of one



process/transaction has to meet predefined requirements.

Regression testing is performed throughout all cycles of testing, as necessary, to revalidate previously executed transactions or processes impacted by configuration or code changes. Occasionally, patches and/or support packages must be implemented during the course of an implementation to correct a software defect. In these situations, scope of regression testing shall be the decision of the PMO, based on input from the respective team leads. Upgrades are not considered in scope for the implementation project.

All test scripts and documentation are documented and stored in the test script repository for reuse, and as a result become part of the State support database.

SAP's delivers a testing tool with the software known as eCATT (Extended Computer Automated Testing Tool) to test business processes. eCATT is an SAP Testing Tool used to automate and test business scenarios in . Each test generates a detailed log that documents the test process and results.

Comparative to manual testing, the following are advantages of using eCATT:

- Due to automation, testing time is reduced to a large extent.
- Due to automation, less manpower is required for testing.
- Due to automation, manual errors are reduced to large extent. Hence results in error free testing. This helps, as no further problems will occur while the usage of SAP system by end users and hence increases the efficiency.
- Proved to be extremely useful in implementation projects.

In regression testing, automated test scripts are an ideal method of quickly detecting errors. Automatic test logs make it easy to reproduce test results, enabling fast analysis and planning of further activities, leading to cost savings.

It should be noted that considerable effort is involved in creating automated testing scripts. To meet project deadlines we recommend that automation of testing scripts be undertaken by the State after the go-lives are complete.

Tracking and Achieving Required Deliverables (Confidential)

LSI's strategy to ensure that critical processes, reports and functionality required are available in the new system is defined in the Project Scope Management Strategy document developed during the project preparation phase. The requirements provided by the State are used to develop a Requirements Traceability Matrix (RTM). The RTM is then updated by State subject matter expert as the project progresses through each phase. An example of an RTM is given below:

Requirement Number (RFP)	ID Number (Assigned Internally)	Requirement		Design			Testing	Training	SAP Comments	WRICEF ID Number (if applicable)	Comments			
		Requirement Description	Requirement Met (Y/N)	SAP Module	Phase	Business Process Procedure	Gap Type (if any)	Gap Description				System / Manual (\$ / M)	Unit Test Case	End-User Training
1.00	AR0001	Ability to maintain a master customer file.	Y	SAP ERP Financials 6.0	Phase 1	AR-10-Create/Maintain Customer Master	None	N/A	N/A	AR-10-Create/Maintain Customer Master	AR Overview	None	N/A	N/A



During the Explore phase, the document is reviewed with reference to the RTM to identify any gaps that may be perceived between the blueprinted functionality and the requirements documented in the RTM. The requirements are also referenced to the business processes which address the requirement in SAP. The identified Gaps are reviewed jointly and design changes or workarounds identified to address them. In the Explore phase, the document is finalized once the gaps have been addressed.

During the Realize phase, as the functionality is configured, each transaction forming part of a business process is unit tested to ensure it is available in the system as realized. The unit test cases are referenced to the business process (which is referenced to the RTM) to ensure that all requirements are addressed. All workflows, reports, interfaces, etc. are also referenced back to the requirements to ensure that the requirements have been addressed by development where standard SAP-delivered functionality is not available.

As test-cases are developed they are referenced back to the business process and thereby to the RTM. The status of testing is updated for each requirement to ensure that the requirement was met by the system as tested. Any tests not completed or those that identify defects are handled through the test management process.

In this manner LSI ensures that all requirements identified by the State are addressed by the new system.

Appendix C: Technical Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix C_Technical Requirements.xlsx*.



Evaluation Criteria 5: Business Solution – Implementation Services Requirements

Implementation Plan (Confidential)

Our team will work to identify Key Performance Indicators KPI's, evaluate the transformation and roadmap plan while reviewing existing business processes and quick wins. We will prepare your team for the upcoming implementation by assessing the proposed roadmap and ensuring our approach will maximize ROI and increase user adoption throughout the cloud migration. LSI will become an advocate and a partner for your team. We will help analyze your current business process, pinpoint your key wins and develop a strategy to ensure maximum success in your implementation.

It is essential for your entire team, from leadership through business users, to participate in the value of a new system so that the adoption is high, and the risks remain low. LSI's ERP implementation plans are successful because we have a proven methodology that we thoughtfully align to our client's environment. We tailor our methods for the specific project and client requirements, account for on-going client activities to mitigate disruption, and proactively identify/mitigate potential development risks. Key implementation plan features:

1. Our plan starts with joint analysis, validation, and planning design activities to establish processes, requirements, and conditions before we start implementing. This activity is critical to mitigating risks. We jointly review/validate documented business processes and identify capabilities that the new cloud technology can improve.
2. Our approach rigorously validates the system before going operational to identify and mitigate problems early. We test extensively to ensure the system works, data is valid and protected, and people are trained before we retire legacy applications.
3. User acceptance of the system, combined with the business processes, significantly affects project success. We understand your operations, applications, processes, and, most importantly, preferences for working. Our experience with large implementations like the State allows us to hit the ground running.
4. Finally, our implementation plan effectively balances skills and location of resources to provide expert on-site dialogue and management where appropriate. Our processes are in place, and our track record is proven.

Implementation Approach

LSI would like to present ~~2 options~~ to the State on how to approach its implementation.

~~Option 1~~—Phased Approach

~~Option 1~~—**Our Phased Approach** is the preferred deployment approach the State has chosen in the RFP. Incrementally deploying capabilities in a phased implementation reduces overall program implementation risk. The phased implementation approach balances the State's recommended sequencing of functions and the inherent capabilities of our ERP. ~~However, a phased implementation approach has a higher cost due to the lengthy timeline, and the value of integration is not realized~~



~~until all functionalities have been fully deployed.~~

~~The Core Phase (Wave 1) is planned for 2645 months with a scheduled Go Live date of July 1, 202322 and 3-months of Post Go-Live Support. The planned start date is August 2021. The scope includes General Ledger, Accounts Receivable, Purchasing, Accounts Payable, Purchasing, Inventory Management, Plant Maintenance, Funds Management, Grants Management, Fixed Assets, Lease Accounting, Project Systems, and Treasury and Risk Management to include and Cash Management, Bonds, Investments, and Loans. In the Purchasing and Accounts Payable areas, baseline Procurement processes including requisitions, purchase orders, as a payment method and basic contract creation process are released. Within the Accounts Payable area, a vendor portal is released. This also includes integration to the Financial components for Funds Management and General Ledger and Accounts Payable processes. LSI recommends Grants Management to be included in the Core Phase as it provides a holistic approach to the overall ERP solution for the State. Grants Management (GM) is an integral operational and capital component for managing sponsored monies for the State. Lastly, adding the SAP GM in the Core Phase will create a cost savings to the State.~~

~~In this option, there is no integration with the Procurement Department's upcoming eProcurement software in the Core Phase.~~

Expansion Phase (Wave 2)

~~Once the Core Phase Go-Live Support/Critical Care period is complete, the Expansion phase begins. The Expansion Phase is planned for 12 months. This includes Project Systems, Grants Management, Travel Management, Budgeting, and eProcurement integration to the Procurement Department's new system (software unknown). The EFS team will work with the Procurement department's eProcurement team to identify and design the integration points for budget/fund verification, encumbrances, vendor masters, vendor remittance information and account codes.~~

~~Phase 2 Expansion Phase is scheduled for Go-Live on July 1, 2023.~~

~~The Expansion Phase is planned for 11-months and is scheduled for Go-Live on September 2023 and 3-months of Post Go Live Support. The planned start date is February 2023. The scope includes SAP Budgeting and Planning for Public Sector.~~

Optional Phase (Wave 3)

~~The Optional Phase is planned for 108 months with a scheduled Go Live Date January-Aug 2024 and 3-months of Post Go-Live Support. The scope includes: Travel Management and the eProcurement Interface. The planned start date is January 2024. The includes the following scope: Investments and Fixed Assets. This is a midyear conversion for fixed assets and a careful consideration has to be made in the conversion strategy. There are two distinct ways for migration of assets capitalized in the current and in the previous fiscal years. Of course, this note is only relevant if you migrate mid-year. The difference is that you only migrate values for acquisition costs and accumulated depreciation for previous years' assets. All transactions in the current year should be posted as individual transactions in the relevant section of the entry transaction.~~

~~The Current year's Fixed Assets will only have the Transactions section filled in, and that section will~~



~~include the acquisition and accumulated depreciation transactions too.~~

~~Option 2—Single Overall Phase Approach (LSI Recommended)~~

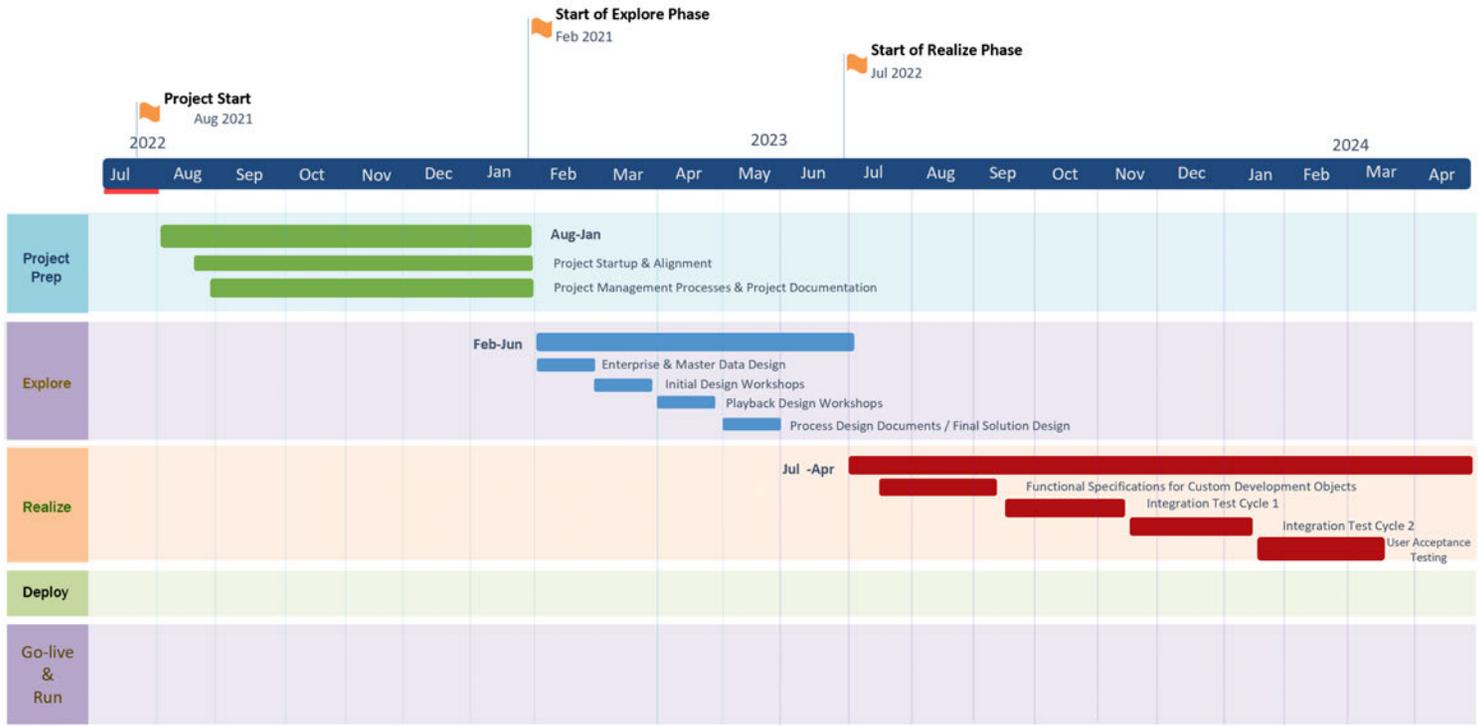
~~**Option 2-Big Bang Approach** is LSI's recommended approach for this EFS project. Option 2 will allow the State to fully realize the value of ERP integration in a shorter timeline and *eliminate temporary interfaces*. It also reflects the best approach based on our experience working with State clients and the lengthy process of validating requirements with subject matter experts. Based on our analysis and knowledge of the State's legacy system and anticipated interfaces, we find this approach to be the lower risk. This planned implementation approach will provide an accurate and fully validated solution with the required user training. This approach comes at a lower cost than the phased approach.~~

~~Another key difference between the two approaches is Option 2 aligns the EFS project with the State's current eProcurement RFP and subsequent implementation. One of the hallmarks of a successful implementation is the ability of a team to keep open lines of communication to help the team work efficiently and effectively. By aligning the eProcurement implementation with the EFS implementation, we can leverage the knowledge on both the Procurement team and the EFS team to potentially build many of the integration points and process updates in tandem.~~

Please see below for LSI's [REVISED](#) proposed timelines for the EFS Project.



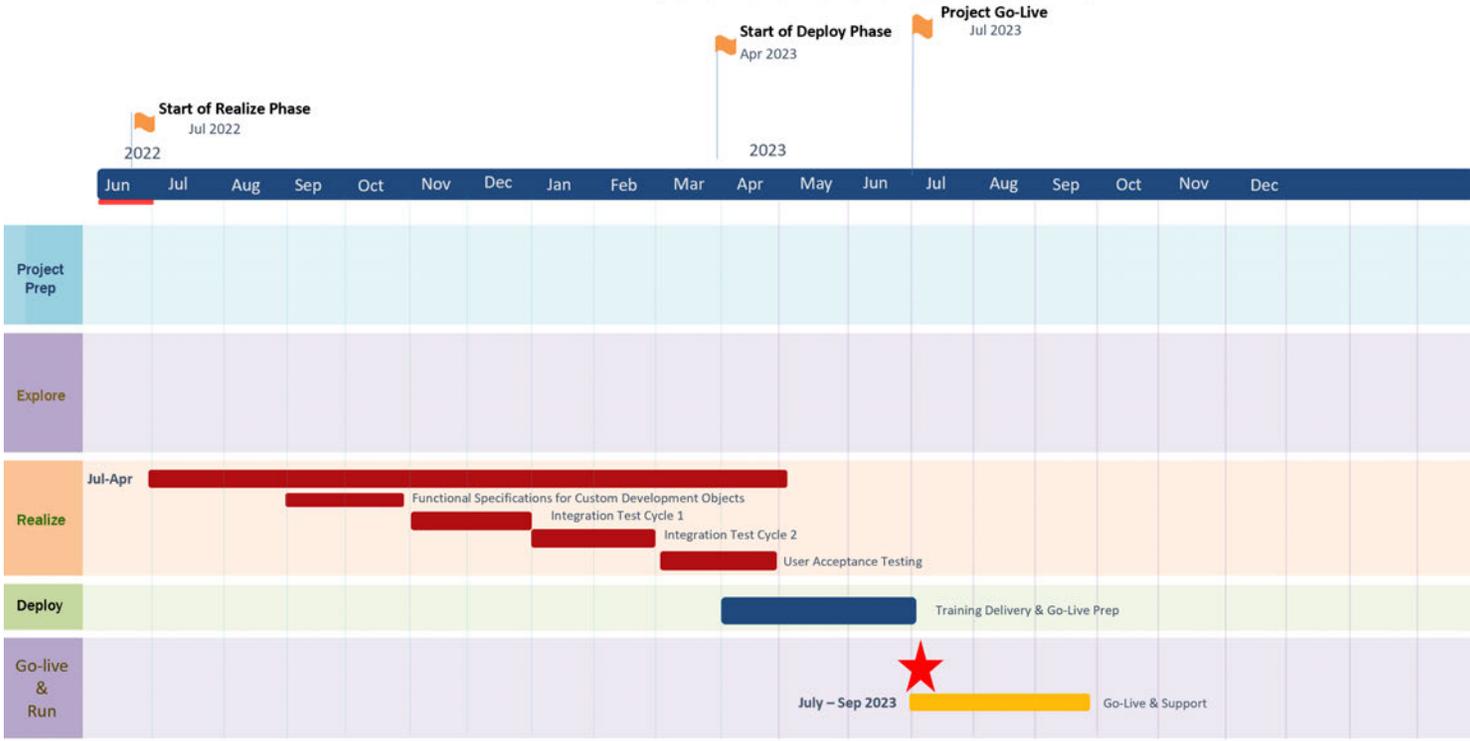
State of Hawaii Enterprise Financial Solution
Core Phase -Finance (GL, AP, AR, FM, GM, FA, PS, PUR, IM, PM, CM, TRM)



[Core Phase - continued](#)



State of Hawaii Enterprise Financial Solution Core Phase -Finance (GL, AP, AR, FM, GM, FA, PS, PUR, IM, PM, CM, TRM)



Expansion Phase



State of Hawaii Enterprise Financial Solution Expansion Phase (SAP Budgeting and Planning)



Optional Phase

**State of Hawaii Enterprise Financial Solution
Optional Phase (Travel Management/eProcurement Interface)**



Core Phase, Wave 1 includes – Finance (GL, AP, AR, FM, [GM, FA, PS, -CM, Treasury and Risk Management, Inventory Management, Plant Maintenance](#) and Purchasing) with a Go Live Date July 1, ~~2022~~2023
 Expansion Phase, Wave 2 includes - Finance ([SAP Budgeting and Planning](#)) ~~Projects, Grants, Travel~~/Budgeting/eProcurement with a Go Live Date ~~October~~ July 1, 2023.
 Optional Phase, Wave 3 includes - Finance (~~Investment/Assets~~[Travel Management/eProcurement Interface](#)) with a Go Live Date ~~August~~January 1, 2024

Core Phase

WAVE	Modular	Activity/Month #	MAY - 21	JUN - 21	JUL - 21	AUG - 21	SEP - 21	OCT - 21	NOV - 21	DEC - 21	JAN - 22	FEB - 22	MAR - 22	APR - 22	MAY - 22	JUN - 22	JUL - 22	AUG - 22	SEP - 22	
Core Phase	General Ledger Accounts Payable Accounts Receivable Banking/Cash Management Funds Management Purchasing/Vendor Portal Reporting and Analytics	1.Explore 2.Realize 1 3.Realize 2 4.Deploy 5.Go Live/Support																		
					Explore		Realize 1	Realize 2							Deploy		Go Live/Support			

Expansion Phase

WAVE	Modular	Activity/Month #	MAY - 21	JUN - 21	OCT - 22	NOV - 22	DEC - 22	JAN - 23	FEB - 23	MAR - 23	APR - 23	MAY - 23	JUN - 23	JUL - 23	AUG - 23	SEP - 23
Expansion Phase	Grants Management Grants Management Project Systems/Billing Budgeting Travel Reimbursements eProcurement Interface Reporting and Analytics	1.Explore 2.Realize 1 3.Realize 2 4.Deploy 5.Go Live/Support	Project Prep	Project Prep												

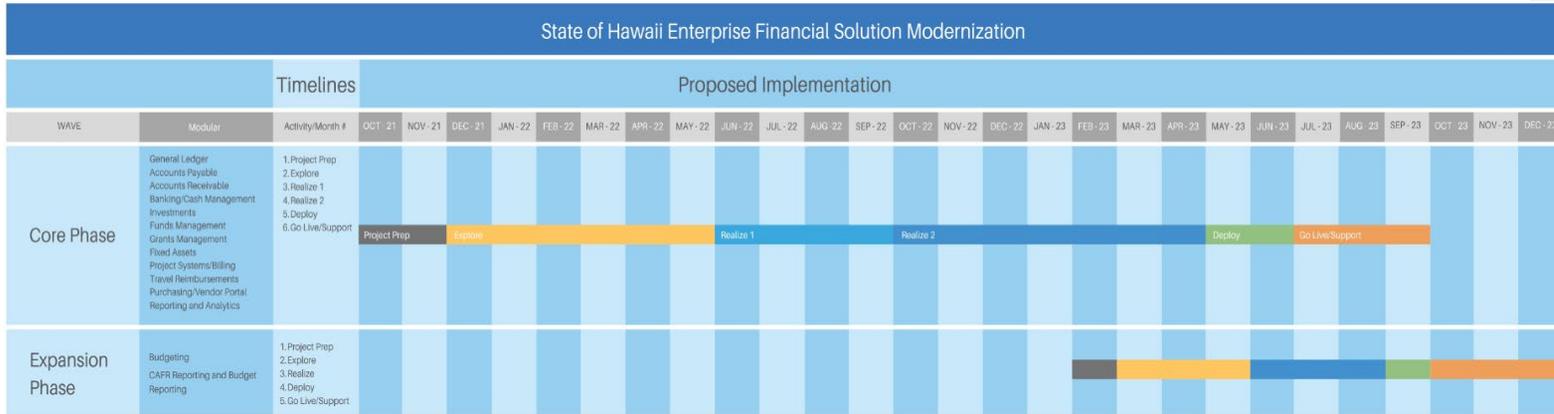


Optional Phase

WAVE	Modular	Activity/Month #	MAY - 21	JUN - 21	SEP - 23	OCT - 23	NOV - 23	DEC - 23	JAN - 24	FEB - 24	MAR - 24	APR - 24
Optional Phase	Fixed Assets Investments Reporting and Analytics	1. Explore 2. Realize 1 3. Realize 2 4. Deploy 5. Go Live/Support										



Timeline for Option 2 Single Overall Phase Approach (LSI Recommended)



Core Phase, Wave 1 includes Finance (GL, AP, AR, FM, CM, Projects, Grants, Travel and Purchasing) with a Go Live Date of July 1, 2023

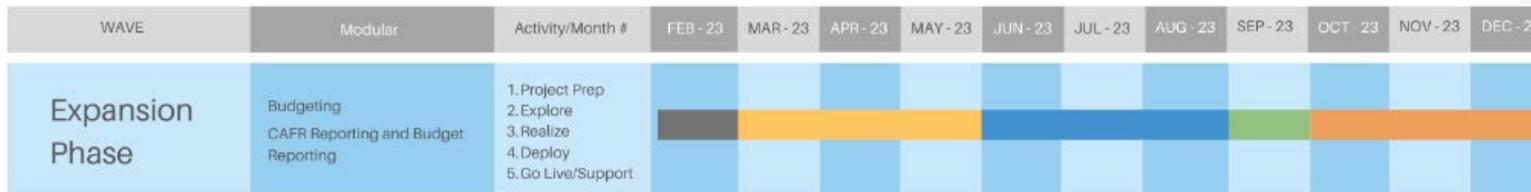
Expansion Phase, Wave 2 includes Budgeting with a Go Live Date of October 1, 2023



Core Phase



Expansion Phase



As we have spoken to our Implementation Methodology in Section Evaluation Criteria 4, please see below our Training, Knowledge Transfer and Data Conversion Methodology below:



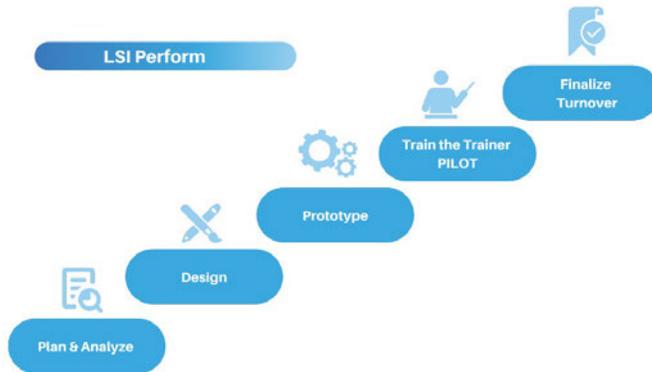
Training Development Methodology (Confidential)

Early in the Explore phase, the project team receives training on LSI's template of the implemented system. Thus, the functional project team receives the training it needs to conduct the Explore phase off the same system that is being implemented, with the baseline business processes and documentation delivered with the templates system, versus a more agnostic, generalized training environment that may not be completely germane to the State business or requirements. This is a key differentiator of LSI's training and implementation approach:

Training for end-users is developed and delivered as a part of the implementation project and modeled after the train the trainer methods.

LSI recognizes that end user training programs are not "one size fits all," and that every organization has unique requirements. Therefore, at the start of each project we work closely with your project team to review how work is accomplished in your organization, including your staffing, business processes, technology, and organizational considerations.

LSI's success in providing learning solutions is strongly influenced by our use of our proven training development methodology, *LSI Perform*. This methodology, rooted in adult learning principles, ensures a performance-based blended learning strategy that meets the needs of all users. Leveraging templates and tools which have been continuously improved over the past 22 years, our approach ensures clarity, consistency, and quality in all of our products and services through client alignment, user-focused analysis, deliverable prototyping, stringent version control, and an active "lessons learned" process. The diagram below the major activities of the LSI Perform methodology.



Plan & Analyze

The purpose of the Plan & Analyze Phase is to help align LSI and the State on the training objectives and strategies. This phase alerts all training development process participants to potential barriers and provides the means to discuss strategies to overcome them. This Phase also allows us to



determine the audience (end user) information and training needs, and then obtain and understand the relevant business process information from the appropriate Subject Matter Experts (SMEs).

The goal of the Plan & Analyze Phase is to gather the data from the State and analyze the data to provide a foundation for sound instructional design decisions.

Design

The purpose of the Design Phase is to determine what is to be taught, how it will be taught, and when it will be taught, as well as to complete the design of the templates/tools to be used in the training content development and delivery. The Design Phase also expands on the initial training curriculum by establishing the delivery standards and by prototyping the training.

The following activities will take place during the Design Phase:

- Draft learning objectives
- Develop, review, and approve instruction strategy
- Determine and validate instructional methods (instructor-led or online training)
- Determine and validate instructional media
- Determine instructional grouping of information
- Create course design documents describing the training materials' content and organization

Prototype

The purpose of the Prototype Phase is to provide examples of the layout and design of each training component that is part of the potential design. Prototypes of all training content items are created and presented to stakeholders to approval in preparation for the Development Phase.

Prototype Phase Activities

The following activities take place during the Prototype Phase:

- Align on what level of prototype and for which training content prototypes will be constructed
- Align on the organization, format, and level of detail for all prototypes
- Develop prototypes that contain sufficient information to represent all of the training content and in a manner that facilitates review and early feedback on the approach being used
- Submit prototypes for review, comment, and approval

Develop

The purpose of the Develop Phase is to develop all training content, identify and prepare training sites, firm up delivery logistics, and pilot the training content.

Develop Phase Activities



The following activities take place during the Develop Phase:

- Finalize course outlines as needed. The course outlines serve as the overall plan for conducting instruction in a particular course; therefore, careful preparation of these documents will help ensure the effectiveness and efficiency of the instructional system. This assists in standardizing the instruction while controlling the quality of the teaching-learning activity. The outlines will be organized by units or modules of instruction with each unit containing information such as:
 - Course description, such as title, number, statement of objectives,
 - Instructional hours and approximate allocations of those hours to objectives,
 - Instructional method, such as lecture, demonstration, support materials, equipment requirements, etc.
- Develop training content.
- Implement a formal review cycle for purposes of obtaining approvals and checking for quality.
- Pilot the developed content to allow for corrections based on comments received from representative end users.

Train-the-Trainer/Pilot

LSI will train State personnel with business expertise to conduct instructor led classroom training or deskside coaching for fellow employees. LSI will train State trainers in best practice training principles and familiarize them with the training content to be used by conducting tailored train-the-trainer workshops for each applicable area. Much of the functional training within the system will take place during the configuration and testing sections of the implementations. LSI works through three cycles of testing alongside the State SME with the final User Acceptance testing allowing for final system testing.

LSI will train the designated trainers to utilize the support tools available within the solution so that the State can create, manage, publish and share training documentation as needed.

State instructors/trainers will then follow the workshops up with self-paced preparation and practice time to enhance their soft skills and familiarize themselves with all of the training materials applicable to their assigned course.

LSI will support each functional area during the entire training preparation, delivery and beyond to ensure successful execution of the courses and provide updates to training materials. These support tools and services will also include the State customer electronic performance support website.

Finalize/Turnover

The purpose of the Finalize/Turnover Phase is to turn over all additional training content created to the State after all pilot comments have been incorporated into the training content.

Finalize/Turnover Phase Activities

The following activities take place during the Finalize/Turnover Phase:



- Obtain sign-off sheets from for all training components.
- Deliver all finalize training content in the agreed upon format(s).

Training Delivery

A number of methods are available for training delivery.

Delivery Method	Purpose	Requirements
Instructor Led Training	Used for those roles where the new processes require thorough understanding from discussion and performance of tasks is critical for Go Live. Materials are generally more adaptable for topics requiring late finalization or late changes. These materials to support ILT delivery will be created in MS PowerPoint.	<ul style="list-style-type: none"> • Instructors with knowledge and skills on the process and systems as well as an instructional guide to help ensure consistent presentation and flow. • Instructor involvement throughout project phases to gain knowledge of the system and processes • Formal classrooms at the client site with network and system connections and computers for each student.
Small Group Sessions (Will be limited by the number of trainers provided by State)	For audience sizes of 8 users or less. Discussion, coaching, demonstrations, and exercises are handled in one on one or small group settings in a classroom or perhaps on the job.	<ul style="list-style-type: none"> • For very small audiences, sessions are best led utilizing the subject matter expert in a less formal setting doing one on one type coaching with a less developed coaching guide.

Learning Materials

Training is only part of the learning solution. Performance support and context-sensitive help online in application help provides employees with contextual information such as step-by-step procedures, simulations, and other materials to help them accomplish individual tasks or a series of related tasks once they return to SAP from the performance support materials (“back on-the-job”). While not typically considered a training delivery method, these additional learning materials provide support for the end user when he/she returns to the transaction back on-the-job. The following solutions will be delivered by LSI for State users.



Solution	Purpose	Requirements
Work Instructions	Used for step-by-step actions within the SAP system. Work Instructions are used primarily in Instructor Led Training classes when completing exercises for high frequency tasks. For less frequent tasks, Work Instruction is developed to support as part of the Help Screens in SAP after go live.	<ul style="list-style-type: none"> A validly configured SAP system to record the work instructions Setup within SAP to allow the materials to be displayed.
Simulations	Recordings of the step-by-step actions within the SAP system. User primarily to provide end users with hands-on experience and refreshers in the SAP system.	<ul style="list-style-type: none"> A validly configured SAP system to record the simulations concurrently with recording work instructions.
Task Exercises	Hands-on, step-by-step practice of a specific system task or transaction. An example of a task might be: <i>Create a Purchase Order.</i>	<ul style="list-style-type: none"> A training environment that allows end user access. Staged data to allow each end user hands-on practice in the system.
Process Exercises (also known as Summary Exercises)	More complex exercises that require the participant to apply what they have learned to solve a common job problem or execute a series of tasks. An example of a process exercise might be: <i>Research the Delivery Status of a Purchase Order.</i>	<ul style="list-style-type: none"> A training environment that allows end user access. Staged data to allow each end user hands-on practice in the system.

Training Coordinators

Training Coordinators serve a number of functions that help ensure the immediate and long-term success of end user training. Training management and coordination responsibilities include:

- Manage logistics for training classes to ensure that training is delivered efficiently and that end users have the opportunity to learn the knowledge required to do their job
- Become familiar with the course logistic information, pre-requisite training requirements, course durations, course sequencing, and other logistical requirements
- Maintain / process training records by:
 - Collecting, routing, and entering all signed training rosters
 - Reviewing training reports to assess progress and completion of online courses
 - Following up with Readiness Coordinators and/or managers to ensure that people complete their scheduled training
- Identify and reserve training room and equipment needs and facilities

Readiness Coordinators

Readiness Coordinators will be responsible for scheduling people for training for their respective organizations. They will also be responsible for assisting Training Coordinators in following up with managers and individuals to ensure that everyone in their organization completes their scheduled training. The OCM Team will assist Training Coordinators in fulfilling their responsibilities for scheduling training participants.



Facilities

Training classrooms, or in some cases conference rooms, must be reserved for the ILT (Instructor Led Training) courses to occur. Depending on the audience being trained, the facility could be a computer lab or a room where end users bring their own laptops. An analysis of the end users involved in each course will have to occur to determine the facility needs of the course. When selecting a facility, the following should be considered:

- Where are the majority of the end users for the course located?
- How many end users will be in the offering of the course?
- Will the end users have their own computers or need computers?
- Does the facility have course projection capabilities?

Full training documentation can be delivered as an outcome of the training development work stream of the project and follow project documentation review and approval processes. These documents can describe and break down each business process and sub process into its component steps by role. Training materials are then derived from this documentation, as well as the system itself, in the form of screen shots, recorded simulations, etc. Additional training materials such as end user training guides, class presentations, additional user aids such as cheat sheets and help screen augmentation can all be created and remain with the State.

The State will be responsible for the maintenance of these documents after the go-live of the project as the system is changed to accommodate new or changing business processes and system configuration over its lifecycle.

LSI highly recommends the inclusion of State IT personnel in training as part of the development of internal competencies.

Knowledge Transfer (Confidential)

A key outcome of any consulting or support engagement is thorough and effective knowledge transfer. We have found that the most effective means of knowledge transfer is by taking a hands-on approach. We will engage the State SME's and incorporate them as primary recipients in the knowledge transfer effort. Additionally, they will become recognized internally as experts in the new and modified State processes, providing an organic source of expertise, as is consistent with the SAP Competency Center model. This level of knowledge is required so that State does not become overly reliant upon consultants for its support needs. Among the support requirements that may need addressing are business process changes, addition of new configuration and testing of upgrades. As business process requirements change, training materials need to be updated to reflect the changes. With successful knowledge transfer, the State will be positioned to address this need without external support. Knowledge transfer is therefore a joint responsibility of the State and LSI. LSI works with the State to develop a Knowledge Transfer Plan discussed further in this section. A knowledge transfer plan is focused on transfer of knowledge to project team members.



Knowledge transfer to the State team is integrated into in each phase of our methodology. LSI's unique implementation strategy leverages the LSI template of the SAP system, to "pay forward" best practices developed in prior local government SAP implementations for common end-to-end processes, in the form of a working prototype, allowing the State team to understand functionality and business processes in a truly integrated way. This means that State project personnel get access to a real system earlier in the project and the "bell curve" of knowledge transfer reduces and shifts forward in the project timeline.

Knowledge Transfer Plan

LSI consultants will team with State stakeholders and SMEs to design and develop a comprehensive cross-organizational Knowledge Transfer plan that includes a Knowledge Transfer Strategy for each key audience including:

- Functional and Business State project team members
- Business leads and Super-users
- End-users
- High-level Knowledge Transfer plan
- Sample formal and informal deliverable

Knowledge transfer methods include a mix of formal and informal approaches. Knowledge transfer activities include:

Project Team Training

During the Explore Phase, LSI will execute a focused State Project Team training utilizing our GovOne system, based upon Activate Methodology. As a result, the State team will be trained on the system that is delivered, vs. a more conceptual model. This moves the "bell curve" of knowledge transfer for the project team forward in time during the implementation, when critical business process decisions are being made.

Demonstrations

During the Explore phase LSI consultants will demonstrate the functionality of the system, explain how the chart of accounts and other master data are set up and discuss how business processes are supported by the functionality. Functional project team training will take place as a Explore activity, and will be delivered by LSI functional consultants. This is a differentiator, because the training is not centered on a generic system with a universe of capabilities, but will be focused on State system functionality as delivered. We have found that this approach empowers client team members to ask more insightful, higher yielding questions when critical decisions need to be made in configuration business process design. This knowledge transfer strategy also acts as a quality assurance measure, due to customer exposure to the system much earlier in the implementation. Otherwise, exposure to a system typically does not happen until integration testing cycles, which occurs later in the project, and much closer to the go-live in the overall timeline. Our integration and knowledge transfer approach allows for more reaction time, and allows for configuration, workflow, and other changes to occur during the normal configuration stage prior to testing.



On-the-job Learning

On a day-to-day basis LSI consultants will use verbal and written communications to transfer knowledge. Communication occurs through active engagement in meetings, the development and review of status reports, and iterative development of key project deliverables. Project team members are expected to engage in this process on a continual basis. During the initial evaluation stages, as well as Prepare and Explore phases, the State team will be requested to review the deliverables, which are a good source of strategy, design and configuration knowledge. The State team's involvement with our consultants throughout the project phases will allow for side-by-side, "shoulder-to-shoulder" learning and knowledge transfer throughout the project and allow State personnel to assume significant performance and training accountability as per the SAP Competency Center model. LSI certainly welcomes the opportunity to develop the self-sufficiency in key areas and supplement that only as necessary in latter phases, as required by the State.

Hands-On System Configuration and Development

The development and configuration approach involves participation from State employees to provide them with as high a level of system interaction and practice as possible prior to Go Live.

Extended Training

At multiple points in the project lifecycle, State employees will be presented with opportunities to attend formal training, system demonstrations and additional written material (i.e. books, websites) to enhance the learning and knowledge transfer experience. As proposed, State technical team members can also receive training from SAP educational resources.

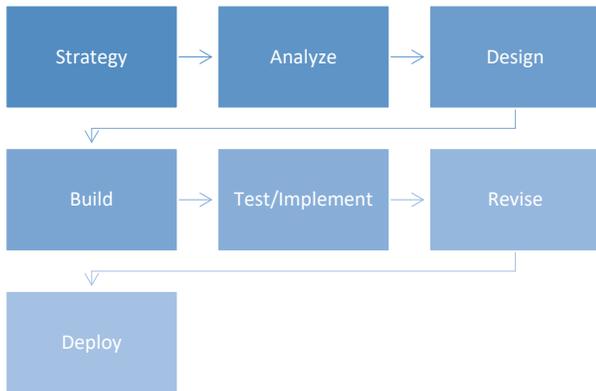
Integration Testing and Training Material Development

During the Realize phase, the State team will perform integration testing and data validation in multiple testing cycles and will assist with development, review, updating and use of system and training documentation. This deep involvement and hands-on experience of the system and issues encountered results in experiential learning and cements concepts in the minds of the State team.

As-built Documentation

After the system is live, LSI will complete and deliver "As-built" configuration documentation. Appropriate team members will be invited to review the documentation and ask questions to clarify situations where the documentation is not sufficiently clear.





Strategy (Prepare Phase)

The *strategy is developed* as part of the project planning process. Data conversion is one of the high risk activities in a system implementation due to the important principle of “Garbage in Garbage Out” as well as the short time window in which data must be converted. For example, the vast majority of depreciation calculation errors are attributable to data conversion errors. LSI’s data conversion approach is therefore geared to minimizing the risk of erroneous data entering the system.

The first principle followed in our approach is to minimize the amount of data to be converted from the legacy system. This is necessary because very often the data in the legacy system is based on insufficient edits, misused text fields and obsolete information. Additionally, SAP systems, due to their tight integration, require a very high degree of referential integrity in data being converted. Typical data not converted include inactive vendors and customers, paid invoices, journal entries, requisitions and purchase orders. Similarly inventory receipt and issued details may not be converted. State should consider whether older general ledger data is worth converting given changes in the chart of accounts and decreasing usefulness of accounting data over time. Data that is not converted can be transferred for reference purposes without any restructuring to a read-only system such as a data warehouse.

In other cases, although the data needs to be converted, the data in the legacy system is structured differently from SAP data. In such cases either the data can be recreated in a spreadsheet or must be extracted from legacy systems and transformed before loading. In this category are data such as chart of accounts codes, etc. LSI has worked with a variety of systems before and is well equipped to advise State with the transition from an old chart of accounts to an SAP one.

Analysis (Explore Phase)

The analysis is conducted during the Business Explore phase of the project. The aim of the Analysis phase is to identify the data that must be converted into the new system. Decisions need to be made regarding data that will be required in the new system and also to identify data that will not be converted the new system. Our approach is to work with the State project team to define the data requirements during the Explore phase and to map that data to SAP data structures.



In addition to this list of data to be included, and data not required, each design document would include the following for each required data object:

- Source system(s) for this data. This needs to be specific. Multiple data sources are a common occurrence. It is not unusual for a single entity to have the same data stored in more than one legacy system.
- Initial estimates of the volumes (e.g., 40,000 vendors).
- Type of conversion (e.g., manual, automated).

Data sources are not limited to actual data processing systems, either. For example, one may find users that maintain files on their own workstations that they use to accomplish tasks that cannot be performed by their existing systems. Word processing documents, spreadsheets, desktop RDBMS packages and raw text files are examples of data sources one can expect to uncover in the Analysis phase.

The next important part of the analysis involves getting acquainted with the details of the data one plans to convert. LSI and State will determine if the data is of high enough quality to consider converting. The most common issues that emerge with data are:

- Incomplete Data – Data can be missing partially or completely. For example, if a record has six fields and some of them are empty, the data is deemed to be incomplete. Such data records cause problems during conversion unless the utility is designed to handle these scenarios.
- Duplicate Data – Multiple instances of the same data is a big problem during data conversion. It's unlikely that conversion will ignore duplicate data records. Since the data format is different in each of the duplicate records, though the information is the same, it is difficult to narrow down and ignore duplicate data records.
- Data Non-conformity – This refers to information stored in non-validated formats such as free text fields.
- Inconsistent Data – When merging various systems, the data can lack consistency and represent wrong information.
- Inaccurate Data – Incorrect or obsolete data (e.g. addresses), which can cause a lot of issues after conversion.
- Lack of Referential Integrity – Missing relationship linkages can drastically degrade the quality of data and pose problems during conversion.

State team members obtain reports from legacy systems that can provide row and column counts, and other statistics pertaining to the source data and allow a review of the data. This information provides an estimate of how much data there is to convert as well as its condition.

During the analysis, one may find that the overall cost of conversion is prohibitive relative to the quantity of data that needs to be moved. If this occurs, the most common solution is to build the data required in the new system either as a part of conversion or after go live when users enter that data during operations. We have successfully used this strategy for requisitions that were not converted but entered as new in the SAP system.

Design (Realize Phase)

The data conversions are designed, developed and tested in the Realize phase of the project.



Once the legacy data sources are identified and analyzed, the mapping process begins. Mapping involves going through the list of data elements from each source data structure, and deciding where it should be mapped. LSI consultants provide interpretations of SAP data elements and State team members interpret legacy system fields for the mapping. Mapping is generally conducted by a team familiar with the specific business area (e.g., Accounting, Purchasing, etc.).

A preliminary analysis is made to determine whether a standard SAP solution exists for the data conversion or whether a custom solution must be built. In addition to this analysis, the best tool is identified for the data conversion, for example, using SAP's Migration Cockpit, or the Legacy System Migration Workbench (LSMW), etc.

The Migration Cockpit is a set of web-based tools for migration of data from legacy systems. It provides templates for several standard SAP objects which can be downloaded in Excel format and populated with legacy data. Any fields added to standard objects are included in the templates when they are generated. The Cockpit also allows upload of the populated spreadsheets using standard Application Programming Interfaces (APIs) which contain all the edits required to assure data quality and referential integrity. The Migration Cockpit also allows modeling of non-standard objects.

In addition, LSI's reference system accelerator comes with a number of standard conversion processes. This ensures high quality conversions with pre-tested programs.

Once the mapping is completed LSI consultants will:

- Confirm the exact number and type of automated conversion programs required.
- Write functional and technical specifications for each of these programs.
- Obtain sign off.

Build (Realize Phase)

For data conversions coming to SAP from State legacy systems, State will have the responsibility to design, build, and test the programs that extract data from legacy systems, convert the data to a format usable by the SAP system, and provide the data in a formatted flat file to LSI for loading into SAP. During the Realize phase, the State will develop and test programs to extract and transform data from the legacy systems. This includes completing missing data fields, eliminating redundant data and ensuring references to other datasets are correct. State may need to develop spreadsheets or temporary databases (e.g. MS Access databases) to store the data with appropriate key references. The next step will be to create flat files in the formats provided by LSI.

LSI will be responsible for the design, building, and testing of the programs that read these flat files, as-is, and upload the data to SAP. LSI will rely on State experts to participate in this process by validating the loaded data and ensuring that the data in the source systems or in the temporary databases is corrected whenever validation problems are encountered.

Test / Implement (Realize Phase)

After the data conversion processes have been individually tested, multiple mock conversion cycles will be executed in the Test and Quality Assurance system to test all the dependencies between the



conversion programs. For example, budget would be loaded after chart of accounts codes have been loaded to ensure all chart of accounts codes required for the budget load have been correctly converted.

In each case the testing is directed at making sure data converted is complete and accurate and supports the business processes that require the data. Tools within the system are used to validate the data. For example, one will want reports that indicate discrepancies between entities/tables and attributes/columns. These reports will indicate whether there is a mismatch between the number of entities versus tables and/or attributes versus columns, identify naming convention violations and seek out data definition discrepancies.

Issues identified during testing are corrected for the final load. All data model changes, transformation rule adjustments, and script changes are made to ensure that the converted data is of the highest quality possible.

Deploy (Deploy Phase)

In the Deploy phase all of the mappings are validated and successfully deployed in a series of scripts that have been thoroughly tested. The actual deployment is planned at a highly detailed level in the Cutover Plan. All resources are identified and task completions and notifications as well as contingency measures are documented. Activities in this phase include.

- Perform cutover plan/checklist.
- Perform real data conversion load (according to the data conversion plan) to Production.
- Perform last-error checking.
- Validate data in each module.
- Verify that the system is ready to go live.
- Freeze legacy system (may require staggered freezing prior to extraction of data)
- Perform cut over and go live.

Our approach to data conversions is to work with State to define the data requirements during the Explore phase and to map that data to SAP. For automated batch conversions coming to SAP from the State legacy systems, State will have the responsibility to design, build and test the programs that extract data from legacy systems, convert the data to a format usable by the SAP system, and provide the data in a formatted flat file or Excel to State for loading into SAP.

State will be responsible for the design, build and test of the programs that read these files, as-is, and upload the data to SAP. We will rely on State experts to participate in this process by providing advice and counsel, answer questions, and help ensure that the data in the source systems is corrected whenever validation problems are encountered. (This includes completing missing data fields and eliminating redundant data). Data cleanup will be the State's responsibility and will be assisted by the State team.

Data Conversion Tools

SAP delivers a variety of conversion tools. Depending on the complexity, source and number of



conversion objects determines which tool to use. State will determine which tool to use during the planning and analysis step of the conversion strategy.

BAPI/RFC: These are synchronous-capable programs mainly designed to process in-bound SAP objects. SAP offers many business application programming interfaces (BAPIs) that support most standard transactions such as General Ledger Postings, Material Masters, and State Master. Because BAPI uses direct table updates, it is very fast. For this reason, BAPI is the best option when performance is an issue. The disadvantage of using BAPIs is the rigid data format required for input.

BDC: Batch data communication (BDC) is an asynchronous approach to in-bound interfaces that use SAP screen flow simulation for data entry. The advantages of using BDCs are the ease of development, flexibility, and the ease of error handling. The disadvantages are poor performance and high dependency on configuration.

LSMW - Legacy System Migration Workbench: The LSM Workbench is an SAP-based tool that assists in transferring data from non-SAP systems ("Legacy Systems") to SAP systems once or periodically. The tool supports conversion of data of the legacy system in a convenient way. The data can then be imported into the SAP system via batch input, direct input or BAPI. Furthermore, the LSM Workbench provides a recording function that allows generating a "data migration object" in an entry or change transaction.

The main advantages of the LSM Workbench:

- Part of the SAP system and thus independent of individual platforms
- A variety of technical possibilities of data conversion:
- Data consistency due to standard import techniques:
 - Batch input
 - Direct input
 - BAPI (Business Application Programming Interfaces)

Reconciliation Process

The data reconciliation process is the most important activity during data conversion, since it defines the data quality in SAP upon go-live. The reconciliation process depends on the data transformation method of the converted data. The transformation method ranges from simple transformation to complex transformation.

A simple transformation has the following characteristics:

- Almost all data fields are unchanged from the legacy system
- Small number of conversion data
- One-to-one conversion relationship

Simple transformations are usually used for master data, such as vendor master data, cost centers or locations. For these types of conversions, we recommend using standard SAP reports to reconcile the converted data. The converted data can be downloaded to Microsoft tools and compared using Excel look-up methods.



A complex transformation has the following characteristics:

- All data fields are changed
- Usage of crosswalk tables during conversion
- Large number of conversion data
- One-to-many, many-to-one, many-to many relationships

Complex transformation is used for transactional data, such as balance sheets, AP open invoices or payroll data. Transactional data require a sophisticated reconciliation process. From our prior experience, State uses different reconciliation processes depending on the conversion data. The following list is examples of methods used:

- **Balance Sheets:**

The SAP conversion program reads the legacy data and transforms the data using crosswalk tables. This program creates a reconciliation report which lists all data records with legacy data elements and converted data elements. This report can be freely sorted and subtotaled by legacy and SAP data elements. This allows reconciliation of the data against legacy reports confirming that the data extraction is correct, comparison of crosswalk table results and finally ensuring that the converted data have the correct SAP data elements.

Appendix D: Implementation Services Requirements

Please see attached *LSI_RFP-ERP-2020 Appendix D_Implementation Service Requirements.doc*.



Evaluation Criteria 6: Business Solution – On Going Services

Business Solution – On Going Services (Confidential)

After the SAP S/4HANA project Go-Live, there will be post Go-Live support / Application Management Services (“AMS”) Services provided by LSI. These services include ensuring systems are up and performing as per SLA, backups are performed regularly, troubleshoot any system crashes, recover databases if necessary, applying operating system and database patches as needed, transports, SAP application monitoring, day to day Basis support, security, applying OSS notes. SAP application support will include functional [for example Finance operations, Procurement and Human Capital Management modules], and also technical [for example System Administration, Integrations, Security], as needed, to resolve any specific issues. Also included will be SAP Support packs, which can be applied quarterly, or annually. State will not be responsible for reviewing, selecting and implementing updates, but will be responsible for performing regression testing of all critical business processes, after we apply these support packs. The availability of business staff to perform the regression testing will be critical, and often impacts the frequency of updates (i.e. annually vs quarterly). These services do not include SAP software upgrades (supplied separately by licensor).

LSI Application Management Services (Confidential)

LSI, as the first and most experienced SAP Public Sector implementer, presents State with the right choice to get the job done on time, in scope and on budget through a careful, thoughtful, well-articulated support services approach. We bring important and unique strengths and capabilities to State including:

- Our business and IT thought leadership and knowledge of the Public Sector
- Our re-useable intellectual capital from years focused solely on the U.S. Public Sector as industry professionals and as consultants, crystallized in our peerless on time and on budget track record of SAP implementations, as well as our best practice template for SAP local government implementations, which is marketed as “GovOne.”
- Our proven ability to provide deep support for the scope of services in the RFP.

Built specifically to serve Public Sector enterprises, LSI is organized by Centers of Excellence (CoEs) or functional and technical practices that are designed to bring high impact and value-added services to our clients in a cohesive, well managed approach.

To our knowledge, there is no other SAP consulting firm in the country that is able to bring the confluence of this depth of proven expertise and track record of implementation success to this project, with reference to the team we have assembled. We also recognize the importance of ensuring there is involvement from SAP our long-standing continued partnership will be instrumental in ensuring this.

As a corporation LSI has had a preferred vendor status with SAP Public Services since our inception in 1998 and remains a certified SAP Services and Development Partner today specializing in the co-development, client implementation and support of SAP Public Sector functionality.

LSI has been focused on customer support since 1998.



LSI Managed Services

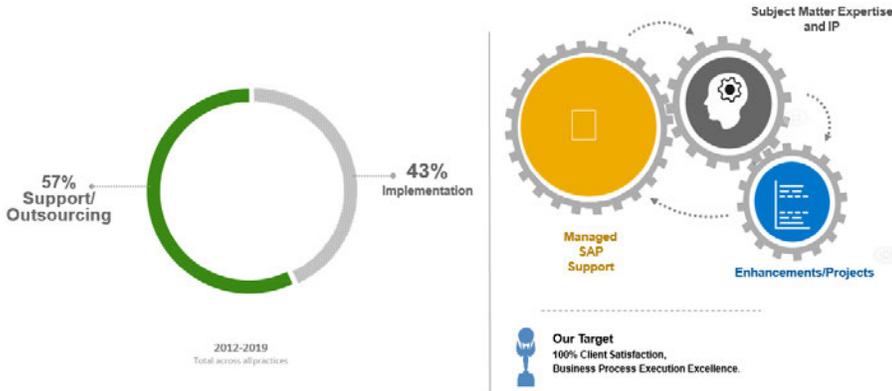


Figure: LSI Company-Wide Support Makeup

With over 300 dedicated Public Sector consultants, access to hundreds of certified contractors, and a strong track record of performance, LSI is well positioned to deliver SAP-centric programs on time and on budget. LSI has the resources and capabilities to support all of the technical and functional categories as described in State Scope of Services.

All systems support and staff augmentation services are delivered through LSI's dedicated Application Managed Services organization. LSI's Application Management Services were designed to augment our customers' in-house support teams and are easily adaptable to integrate with State in-house support staff.

Production Support Proposed Approach and Methodology

With SAP Configuration and customization industry knowledge matters. Since our inception in 1998 LSI has been and remains a dedicated Public Services industry consultancy. In this capacity LSI is an SAP development partner working with SAP to define industry best practices and improve Public Sector functionality. The average experience level of LSI's functional consultants' resources is 10+ years.

LSI is organized into Centers of Excellence, or practices, in respective functional areas, which serve LSI's clients in each of the Public Sector micro-verticals. Additionally, LSI possesses a strong PMO practice, which organizes and reinforces project management best practices, and quality assurance activities across all delivery lines.

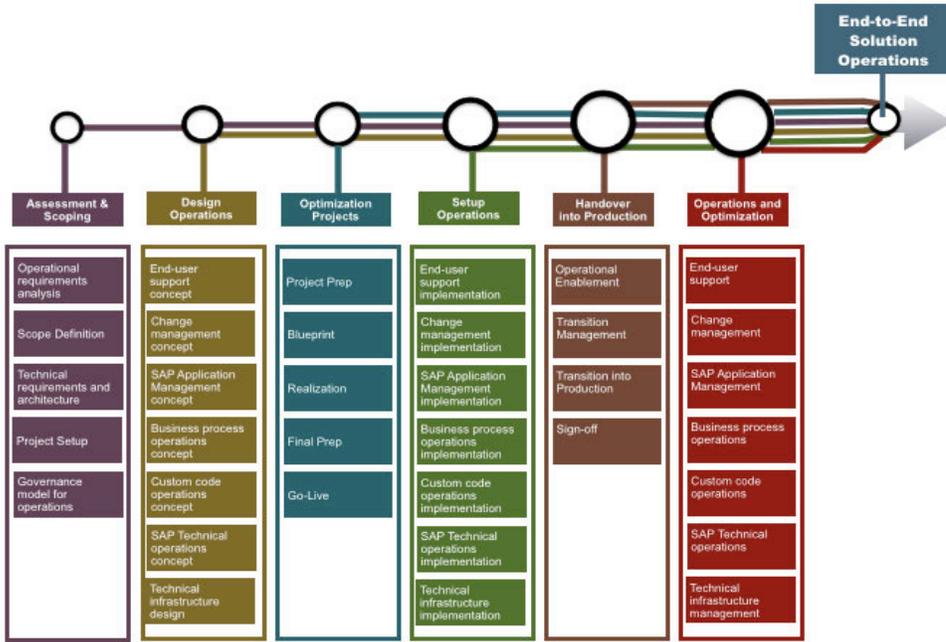
While SAP methodologies have mainly centered on new implementations, SAP has responded to its customers' requirements to more effectively run and optimize existing SAP operations with its Run SAP methodology. The Run SAP methodology focuses on 16 core standards, which provide best practice processes for the administration and support of SAP environments utilizing Solution Manager as a core, but not an exclusive tool.

LSI believes methodology alone is not a substitute for customer and industry knowledge; however,



the tools and overall best practice processes serve in the organization and coordination of LSI's service delivery.

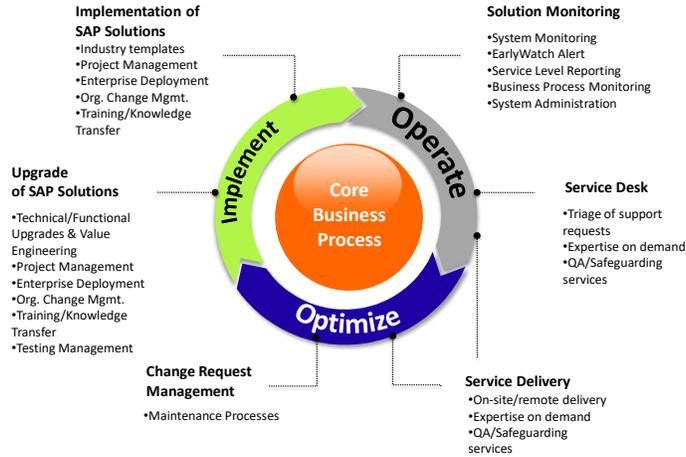
Run SAP's main components are illustrated in SAP graphic below. LSI adheres to the basic tenets and phases illustrated.



LSI Modified RunSAP Methodology

LSI has modified the Run SAP methodology to also include the introduction of mini-project cycles during the application lifecycle. It has been our experience that when existing SAP customers engage with LSI, they are also looking for our expertise to guide them through a roadmap of optimizations and implementation of additional functionality to leverage their original SAP investment. We have created this modification to the Run SAP methodology specifically for this reason.





Solution Manager Tools

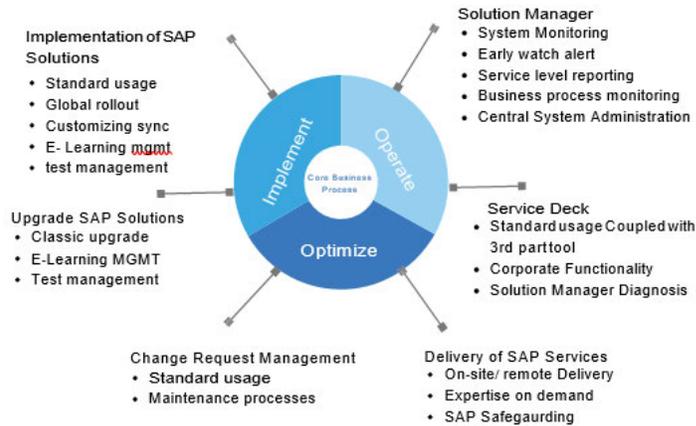
The core support enabler in the Run SAP methodology is Solution Manager, which includes the following tools:

- Centralized Administration (Work Centers)
- Project Management
- Test Management
- IT Technical Reporting
- Installation Keys
- Software Maintenance and Patching
- Service Desk
- Centralized Monitoring
- E2E Root Cause Analysis
- Business Process Monitoring
- Centralized Alerting
- Early Watch Reporting
- Support Call Management between State and SAP
- Change Management

LSI will make use of all of these tools, with some modifications. LSI will also use our own custom assessment templates and test scripts. These templates and scripts are based on over 22 years of SAP experience.



SAP Solution Manager Scenario



Project Management and Advisory Experience

LSI has an unparalleled record of on time and on budget projects. In fact, every project and every client of LSI's since our inception in 1998 are referenceable. LSI's success can be directly related to our project management capabilities. LSI has managed project of over two years in duration and with budgets exceeding \$30M. Our project managers average over 15 years of IT service experience and over 10 years of project management experience.

For both functional and technical disciplines, LSI employs a staff of solution architects who are responsible for the development of the overall vision that underlies the project and transform that vision through execution into the solution. The solutions architect becomes involved with a project at the time of inception and is involved in the Functional Analysis (FA) of developing the initial requirements. They then remain involved throughout the balance of the project.

LSI's solution architects' responsibilities include the following:

Business Planning and General Management

- Take ownership of a particular solution offering
- Develop and execute a solution strategy and configuration/development plans

Subject Matter Expertise

- Act as visionary and strategist for solution product area



- Survey market landscape for solution insights, direction, vendors, and methods
- Provides expertise to identify and translate system requirements into software design documentation
- Work with technical writers to ensure quality internal and external client-oriented documentation
- Speak at trade conferences and seek authorship opportunities in trade publications

Methodology and Quality Assurance

- Lead development of formalized solution methodologies
- Build and maintain repository for deliverables, methodologies, and business development documents
- Interface and coordinate tasks with internal and external technical resources. Collaborates with project managers and technical directors to provision estimates, develop overall implementation solution plan, and serve as a lead as required to implement the installation, customization, and integration efforts
- Oversee aspects of project life cycle, from initial kick-off through requirements analysis, design, and implementation phases for projects within the solution area
- Provide quality assurance for services within the solution area
- Write or direct the writing of white papers that add further insight and thought in the solution area

Work Force Management, Supervision, and Mentoring

- Manages a team of direct reports who drive service lines in the solution area
- Assists staffing coordinators who define project team requirements for projects in solution area
- Work with the Delivery Services Director to define overall recruiting needs and expertise in solution area
- Work with the Delivery Services Director to establish professional development needs for practitioners in solution area
- Mentor and guide more junior technical resources
- Feed the overall project status to the senior management

LSI's solution architects are well versed in solution presentation and delivering technical briefings, frequently presenting at SAP's AUSUG and Sapphire conferences.

Support Area Matrix

LSI's Application Management Services were designed to augment our customers' in-house support teams and are easily adaptable to integrate with the State in-house business operations and support staff.



LSI's Competency Center is headed by a Competency Center Manager. The business and technical team leaders are one level below the manager; there is one team leader for each of the business or technical functions. Each team leader will govern over a team of support resources.

The State will be assigned a Competency Service Manager, who is a Senior SAP Manager/Solution Architect and is responsible for coordinating support services and account management. In addition, the Service Manager formally communicates LSI's suggestions for software solution or business process improvement. The following provides job descriptions for key Competency Center staff, as well as the key competency required for the State SAP support organization:

- The Service Manager is responsible for integrating AMS resources with the State implementation program management office, current competency center operations, support desk, and super users. The Competency Center Manager is tasked ensuring a smooth transition with the competency center support team.

This transition process includes the following:

- Infrastructure readiness assessment for AMS delivery
- Business Solution Knowledge Transfer to AMS including application and documentation review
- AMS education for key State users
- Initiating the call management processes
- Review of the customer-specific Solution Manager framework for monitoring
- Communication regarding processes for Service Level Agreement (SLA) management and business Key Performance Indicator (KPI) reporting

Service Manager Responsibilities

The Service Manager is responsible not only for support transition, but also for coordinating all ongoing AMS support activities going forward. This includes quality of services monitoring, escalation management, and periodic reporting. The Service Manager's responsibilities can be grouped into the following categories:

- LSI's AMS Application Initiation Services
- Ongoing Application Support
- Support Staff Management
- State Service Center Operations
- Support Service Quality
- State Satisfaction
- Application Enhancement
- Application Evolution

The Service Manager is the primary contact for executive level problem escalation and conducts regular meetings with each customer to review reports and discuss the current application status, support issues, and future implementation or enhancement plans, as well as other issues.



Team Leaders

The support staff team leaders report to the service manager and are the second level of account management. The AMS Team Leaders are senior level SAP architects/consultants or project support leads. There is a team lead for each specific area of service (e.g., FI, FM, HCM, SRM, Basis, Analytics, EAM, Success Factor, and HANA). The team leaders will direct the support staff and coordinate with the Service Manager to ensure that the services level requirements and quality standards are met.

LSI Support Staff

LSI employs 100 full-time staff and 200 prequalified subcontractors. For many organizations, support is a side business used to train junior level consultants. At LSI, we use our best, most experienced consultants that have earned Application Management Service (AMS) positions. This just makes sense; most of our customers have been running their SAP system for ten or more years and have seasoned support staff. Our customers count on LSI to solve the tough issues, augment existing experienced staff, and implement the latest SAP functionality.

LSI Application Management Services (AMS) – Help Desk

LSI AMS services were designed to complement our customers in house support team. Our service is easily adapted to integrate with the State support provider.

LSI's Application Support Services offers application support across all modules. Support is made available at a predetermined rate, with guaranteed response time. End-users simply call a dedicated toll-free number, or enter their problem tickets over the web to receive direct access to consulting resources.

Application Helpdesk support covers Level II Application Critical Support, and Level III Application Enhancement Support, as defined below.

Level II Support – Tier Two

Level II application support, also called Tier Two Support is provided as a compliment to Level I helpdesk support. Level II provides support for State in-house support personnel. Level II support covers program failures, undocumented errors and general system diagnosis and trouble shooting and is for problems that cannot be handled by internal State support personnel. Access Level II Support will be limited to named customer support personnel or personnel so authorized by State.

Level III Support – Tier Three



Level III or Enhancement Support is designed for customers who want to expand the functionality of their current systems. Level III (Tier Three) support must be approved by the State Support Manager. The intention of Level III is to give State flexible and cost-effective access to consulting resources to continually improve State SAP systems. Each level III request is priced separately and will be evaluated, quoted on a case by case basis, and must be approved by the customer. Tier Three support is included in the hours and tends to involve the use of more hours than the typical Level I and II support requests. LSI provides quotes to give the customer Support Manager visibility into the impact of Level III support requests on their retainer hours. Enhancement support is available for all SAP modules, ABAP, and Basis Support.

Level	Urgency	Effect/s	Maximum Response Time
Priority 1	Very high	A productive system is not available; there is an interruption of an essential component or a critical business process for one or more business units that also cannot be removed by a manual workaround. There is a direct business impairment; an immediate negative effect on the business result can be expected for sure. The interference causes a complete inability to work of individual groups or teams working under business-critical deadlines. This is generally caused by the following circumstances: complete system outage, critical data exposures (examples: HIPAA PII or other information relating to or identifying any individual person) malfunctions of central Application functions in the production system.	Response time up to 60 minutes.
Priority 2	High	Critical business process or a critical function (for example printing or interface) a significant business impairment with effect on the business result can be expected, a manual workaround is available, however. The customer requires support within a critical business process connected to a short-term deadline to avoid effects on the business result. This is caused by incorrect or inoperable functions in the production system that is required to perform such transactions and/or tasks.	Response time within 2 hours
Priority 3	Medium	Business process or a function, minor business impairment without any effects on the business result is possible, a manual workaround is available. The customer requires support within a business process connected to a deadline but which cannot cause any critical effects on the business result. The customer orders an extension or optimization of an existing critical business process. A message is assigned Priority 3 if in a production system critical/necessary tasks can be completed with a certain level of inaccuracy or deviations.	Response time within 4 hours
Priority 4	Low	A general improvement in the system is necessary; there is no immediate influence on the business result. The customer requires handling support for a subject without deadline and without influence on the business result. The customer orders an extension or optimization of an existing business process without any deadline and without any influence on the business result.	Response time within one workday

Resolution Time

Resolution time begins at the time a call is assigned to a consultant and ends with a documented problem resolution. When a consultant accepts a call response time ends and resolution time begins. Calls vary in complexity; therefore, resolution time is not guaranteed, however escalation based on the resolution time is guaranteed. Resolution time is system monitored, all calls exceeding the stated resolution time are automatically escalated to the application area team leader. Subsequent escalations are flagged with increasingly higher levels of urgency and ultimately, if need escalated to the CSM. The clock on resolution time stops only when a documented solution is submitted, and the end user is notified of the solution.



Call Flow

State super users/ end users (as defined and authorized by State) will contact LSI via Phone or via a dedicated web interface. All web tickets will come to the Application Helpdesk (customer service) desk. Each ticket is given a unique number for tracking and escalation path and is automatically dispatched. The consultant assigned to the problem ticket must contact the end user within the response time. Response time will be measured starting at the time the ticket is created and ends when the customer is contacted.

Call Escalation

LSI's AMS Problem Ticket database continually measures response and resolution time. If response or resolution time is exceeded the call is automatically escalated to the Helpdesk Manager by the problem ticket tracking system.

Closing a Call

Closing a call requires customer acceptance and must also be formally closed in the problem ticket system. A call will only be considered closed when a solution has been given to and accepted by the customer. Acceptance may be verbal or written (e-mail). Closing a call in the problem ticket system requires that a solution is entered into the system and that the call is changed to status closed by the consultant assigned to the problem ticket.

AMS Contract – Flexible Service

The LSI SAP Application Management Services (AMS) contract is a highly customized, client-focused support vehicle to “get the job done.” Support Models can range from full time onsite to a pool-of-hours model allowing clients to access expert consultants without the need to bring on full-time resources. AMS is staffed with platinum-level consultants, most of whom have more than ten years of SAP consulting experience. The contract typically includes:

- Timelines and key milestones
- LSI and client team structures
- Detailed roles and responsibilities
- Service Level Agreement (SLA)
- Goals and objectives
- Metrics to measure LSI performance
- Reporting requirements to report on LSI performance

At LSI, we pride ourselves in our flexibility in working with our clients. Our flexible approach allows for fine-tuning of the contract parameters, even after the start of the contract, as both LSI and State come to a deeper understanding of the requirements and dynamics of the engagement. It is LSI's unique culture and our customer focus that drives us to do the “right thing” for our customers and outperform expectations.



LSI Cloud

The LSI Cloud Services (LSI Cloud) offering is a comprehensive virtual private cloud infrastructure combined with managed services. Using LSI Cloud, customers can run their SAP HANA applications in a managed cloud environment. It delivers the power of real-time in-memory technology with cloud simplicity.

LSI Cloud is LSI-managed virtual private cloud based on the Amazon Web Services Elastic Cloud Compute (EC2) service, offering end-to-end cloud-based infrastructure and managed services for select custom applications powered by SAP HANA. It is a fully scalable, enterprise-ready, mission-critical, secure and high-availability cloud service with a full-managed services approach offering the following:

- All system and database administration handled by LSI
- Very high availability and industry-leading disaster recovery and security protection
- The strength of an SAP-managed and SAP-delivered solution
- The power of real-time in-memory technology with cloud simplicity
- Reduced risk and disaster recovery
- Reduced TCO due to economies of the cloud
- Accelerated business value due to power of HANA

LSI Cloud delivers the power of real-time in-memory technology with cloud simplicity and agility, so the State can:

- Focus on the core competencies need to support applications
 - Reduce the need to maintain system and database administration skills internally
 - Keep your organization business-relevant
 - Reduce costs
 - Stop worrying about load balancing, disaster recovery and security
-

Managed Services

LSI Cloud provides you with access to a wide range of managed services. These include a recommended assessment to gauge your readiness for cloud deployment, application management to alleviate the burden on IT, and custom services like application development to help you maximize the value of SAP HANA. As part of the offering, you also receive rapid onboarding and data migration, full technical support, and the complete range of infrastructure hosting services.

Enterprise-Grade and Industry-Standard Security

AWS data centers have enterprise-class protection including data, network encryption, firewalling, network isolation, and intrusion detection. Additionally, we have high availability and disaster recovery capabilities as part of our managed services offering. AWS-provided security features include:



- **Secure Access** – Customer access points, also called Application Programming Interface (API) endpoints, allow secure HTTP access (HTTPS) so that customers can establish secure communication sessions with their AWS Cloud services using Secure Socket Layer (SSL)/Transport Layer Security (TLS).
- **Built-In Firewalls** – Customers can control how accessible their instances are by configuring built-in firewall rules—from totally public to completely private or somewhere in between. And when instances reside within an Amazon Virtual Private Cloud (Amazon VPC) subnet, customers can control egress and ingress.
- **Unique Users** – The AWS Identity and Access Management (IAM) tool allows AWS customers to control the level of access users have to AWS infrastructure services. With AWS IAM, each user can have unique security credentials, eliminating the need for shared passwords or keys and allowing the security best practices of role separation and least privilege.
- **Multi-Factor Authentication (MFA)** – AWS provides built-in support for MFA for use with AWS accounts as well as individual AWS IAM user accounts.
- **Private Subnets** – The Amazon VPC service allows customers to add another layer of network security to instances by creating private subnets and even adding an Internet Protocol Security (IPsec) Virtual Private Network (VPN) tunnel between a home network and Amazon VPC.
- **Encrypted Data Storage** – Customers can have the data and objects they store in Amazon EBS, Amazon Simple Storage Service (Amazon S3), Amazon Glacier, Amazon Redshift, and Amazon Relational Database Service (Amazon RDS) on Oracle and SQL Server encrypted automatically using Advanced Encryption Standard (AES) 256, a secure symmetric-key encryption standard using 256-bit encryption keys.

Support for High Availability and Disaster Recovery

LSI Cloud service level agreement components for high availability include:

- 24x7 customer support availability
- High availability of DC, HW, HDB, application uptime
- Data center availability 100%
- Power availability 100%

Disaster recovery in AWS is assured through continuous replication of data between availability zones. Availability zones are physically separated data centers located within an AWS region e.g. US West California. Most disaster recovery needs are fully served by this replication. This level of disaster recovery service is included in our proposal. If a higher level of replication (e.g. between regions such as US East Virginia and US West California) is required it can be set up at extra cost. The architecture is shown in the graphic below:





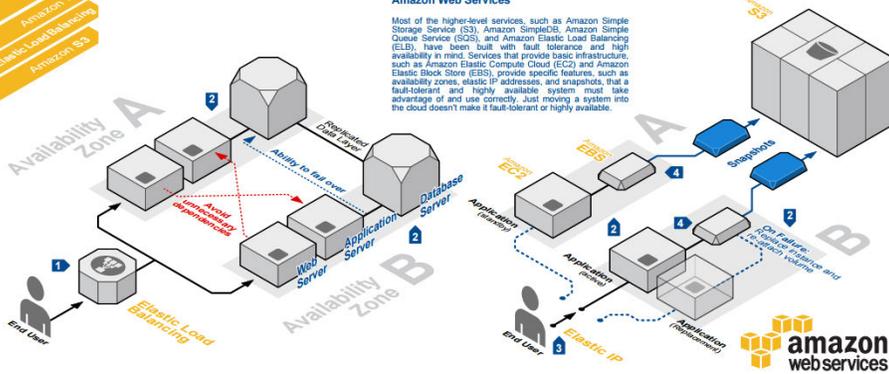
FAULT TOLERANCE & HIGH AVAILABILITY

Amazon Web Services provides services and infrastructure to build reliable, fault-tolerant, and highly available systems in the cloud. These qualities have been designed into our services both by handling such aspects without any special action by you and by providing features that must be used explicitly and correctly.

Amazon EC2 provides infrastructure building blocks that, by themselves, may not be fault-tolerant. Hard drives may fail, power supplies may fail, and racks may fail. It is important to use combinations of the features presented in this document to achieve fault tolerance and high availability.

Fault Tolerance and High Availability of Amazon Web Services

Most of the higher-level services, such as Amazon Simple Storage Service (S3), Amazon SimpleDB, Amazon Simple Queue Service (SQS), and Amazon Elastic Load Balancing (ELB), have been built with fault tolerance and high availability in mind. Services that provide basic infrastructure, such as Amazon Elastic Compute Cloud (EC2) and Amazon Elastic Block Store (EBS), provide specific features, such as availability zones, elastic IP addresses, and snapshots, that a fault-tolerant and highly available system must take advantage of and use correctly. Just moving a system into the cloud doesn't make it fault-tolerant or highly available.



System Overview

1. Load balancing is an effective way to increase the availability of a system. Instances that fail can be replaced seamlessly behind the load balancer while other instances continue to operate. Elastic Load Balancing can be used to balance across instances in multiple availability zones of a region.
2. Availability zones (AZs) are distinct geographical locations that are engineered to be insulated from failures in other AZs. By placing Amazon EC2 instances in multiple AZs, an application can be protected from failure at a single location. It is important to run independent application stacks in more than one AZ, either in the same region or in another region, so that if one zone fails, the application in the other zone can continue to run. When you design such a

3. Elastic IP addresses are public IP addresses that can be programmatically mapped between instances within a region. They are associated with the AWS account and not with a specific instance or lifetime of an instance. Elastic IP addresses can be used to work around host or availability zone failures by quickly remapping the address to another running instance or a replacement instance that was just started. Reserved instances can help guarantee that such capacity is available in another zone.
4. Valuable data should never be stored only on instance storage without proper backups, replication, or the

ability to re-create the data. Amazon Elastic Block Store (EBS) offers persistent off-instance storage volumes that are about an order of magnitude more durable than on-instance storage. EBS volumes are automatically replicated within a single availability zone. To increase durability further, point-in-time snapshots can be created to store data on volumes in Amazon S3, which is then replicated to multiple AZs. While EBS volumes are tied to a specific AZ, snapshots are tied to the region. Using a snapshot, you can create new EBS volumes in any of the AZs of the same region. This is an effective way to deal with disk failures or other host-level issues, as well as with problems affecting an AZ. Snapshots are incremental, so it is advisable to hold on to recent snapshots.

Compliance with Industry Standards and Best Practices

The AWS Cloud infrastructure has been designed and is managed in alignment with regulations, standards, and best practices, including:

- Federal Risk and Authorization Management Program (FedRAMP)
- Service Organization Controls (SOC) 1/American Institute of Certified Public Accountants (AICPA): AT 801 (formerly Statement on Standards for Attestation Engagements [SSAE] No. 16)/International Standard on Assurance Engagements (ISAE) 3402 (formerly Statement on Auditing Standards [SAS] No. 70)
- SOC 2
- SOC 3
- Payment Card Industry Data Security Standard (PCI DSS)
- International Organization for Standardization (ISO) 27001
- ISO 27017
- ISO 27018
- ISO 9001
- Department of Defense (DoD) Security Requirements Guide (SRG) Impact Levels 2 and 4
- Federal Information Security Management Act (FISMA)
- US Health Insurance Portability and Accountability Act (HIPAA)
- FBI Criminal Justice Information Services (CJIS)
- National Institute of Standards and Technology (NIST) 800-171
- International Traffic in Arms Regulations (ITAR)
- Federal Information Processing Standard (FIPS) 140-2



- Family Educational Rights and Privacy Act (FERPA)

LSI hosted AWS cloud environment provides complete cloud solution for SAP platform deliver, SAP as a service. Our solution provides low cost, lower TCO, on-demand high performance, high testability, high scalability and high availability. It is a highly secure and compliant solution with network virtualization to provide integration with on premise user base and multiple SaaS delivery models.

LSI's Service Management approach is a customer-focused approach to delivering information technology. Our Service Management focuses on providing value to our customer and on the customer relationship. Service Management provides a framework to structure IT-related activities and the interactions of IT technical personnel with our customer. We believe in a service ready-to-use deliverable that is of value to the customer. Services allow customers to do business without worrying about underlying technology or IT infrastructure. Services must evolve in order to continue to meet the needs of the customer and respond to technological changes and advances. The Service Lifecycle is the overall framework used to identify, define, manage, and retire IT services. LSI operates its Cloud Management Services, which involves an Information Technology Infrastructure Library (ITIL)-based Information Technology Service Management (ITSM) support model. This model includes ITSM tooling, monitoring, and ticket management through the LSI Service Desk, as well as CMDB, engineering, implementation, resolution support, and overall management support across multiple teams.

LSI employs the following ITIL-based main processes as part of its best practices to bring outstanding quality services and operations to its customers:

- Incident Management
- Continual Service Improvement (CSI) Management
- Change Management
- Request Fulfillment/Service Request Management
- Problem Management

LSI has key roles and responsibilities using our Service Manager and Service Support Team to service our customers. The Service Manager has overall accountability for defining the service, ensuring services are delivered in accordance with agreed business requirements, and managing the service lifecycle. The Service Support Team function is to provide service-related input, review and disposition of service change requests, and resolve service-related issues

LSI implements a Service Level Agreement (SLA) which is an agreement between an LSI and the customer which details the parameters of the services to be provided. Key elements of the SLA include:

- Service Levels, such as response time, availability and support parameters
- Identifying responsible parties and processes for requesting service and getting help
- Setting reportable metrics in order to measure the performance and health of the service

Please see LSI's and the State's responsibilities for the tasks required to execute the above service management approach:



Task	Responsible	Accountable	Consult	Inform
Monitor, Track and Report on Data and Usage	LSI	LSI		
Granting Data access and Ingestion	LSI	LSI		
Maintain version control and configuration management	LSI	LSI		
Perform system Backup/Restore/Archiving	LSI	LSI		

Service-level agreements within Application Managed Services stipulate quick times for initial reactions and corrective action plans in order to solve incidents fast and effectively and minimize costly system downtime.

Message Priority	SLA Initial Response Time	SLA Corrective Action
VERY HIGH (1)	1 hour	4 Hours
HIGH (2)	2 Hours	1 business day
MEDIUM (3)	1 business day	3 business days
LOW (4)	2 business day	Priority as agreed by client and LSI

LSI shall respond to Priority 1 messages within one (1) hour of SLA's receipt (of such Priority 1 messages). A message is assigned Priority 1 if the problem has very serious consequences for normal business transactions and urgent, business critical work cannot be performed. This is generally caused by the following circumstances: complete system outage, critical data exposures (examples: HIPAA PII or other information relating to or identifying any individual person) malfunctions of central Application functions in the production system.

LSI shall respond to Priority 2 messages within two (2) hours of SLA's receipt of such Priority 2 messages. A message is assigned Priority 2 if normal business transactions in a production system are seriously affected and necessary tasks cannot be performed. This is caused by incorrect or inoperable functions in the production system that is required to perform such transactions and/or tasks.

LSI shall respond to Priority 3 messages within one (1) day of SLA's receipt of such Priority 3 messages. A message is assigned Priority 3 if in a production system critical/necessary tasks can be completed with a certain level of inaccuracy or deviations.

LSI shall use reasonable efforts to respond to Priority 4 messages in a reasonable timeframe during SLA Local Office Time. A message is assigned Priority 4 if in a production system critical necessary task can be formed with accuracy but with new requirements or business realignment requests.



Application Administration

AMS are processes and methodologies for maintaining, enhancing and managing enterprise SAP environments. AMS includes development, implementation, integration, testing, maintenance and support (functional and technical) and help desk services. It also includes application monitoring as well as back-up and recovery of applications and interfaces.

- **Application Hosting.** We offer the ability to host your SAP applications with us. Our team of highly qualified architects can develop the ideal solution set to help you achieve the results you seek.
- **Help Desk Support.** We offer help desk coverage for SAP users in your organization. Our help desk staff continually assesses opportunities for improvement in incident management and call resolution.
- **Functional and Technical Support.** Our functional consultants leverage their experience across multiple engagements and domains to assist business process owners in change management initiatives. Our expertise extends across core SAP R/3 modules and mySAP Business Suite components.
- **System Administration and Monitoring.** Our system administration team supports implementation and rollout for new SAP projects through system configuration support and transport management, while our monitoring team uses SAP-provided tools such as CCMS and Solution Manager to monitor SAP system performance and execute corrective and routine maintenance activities such as backup and archival. Together, these teams are responsible for optimizing service levels, capacity, and availability management.

SAP Solution Manager is a platform to manage life cycle of the SAP solution in a distributed environment. The key features of SAP Solution Manager are:

- It provides tools, methods, and process management content that can be used during preparation of business blueprint, configuration, and implementation.
- Using SAP Solution Manager, one can ensure that the SAP solution environment is operating at its maximum potential with minimum cost.
- SAP Solution Manager provides integration tools for SAP BASIS Administrators to manage underlying infrastructure and application and business processes.
- It reduces the amount of effort required to manage the centralized SAP and nonSAP systems.
- In a distributed environment, SAP Solution Manager is managing system and SAP applications like-S/4HANA, BW/4HANA etc., and covers non-SAP systems in the solution life cycle.

The SAP HANA cockpit and the SAP HANA studio provide a number of monitoring tools; the Performance Monitor of the SAP HANA cockpit is particularly useful for analysis as it shows side-by-side visual displays of both system performance and the workload currently being applied.



Please see below for LSI's and the State's responsibilities for the tasks required to execute the above application administration

Task	Responsible	Accountable	Consult	Inform
Maintain Solution Identity, Authentication, and Access security configuration and processes.	State	State		
Configure the initial setup for Solution Identity, Authentication and Security Access and train State staff to maintain it moving forward.	LSI	LSI		
Maintain Configuration Log of distributed and implemented releases by the Vendor.	LSI	LSI		
Maintain Configuration Log of distributed and implemented releases for Solution configurations (Application, Process flows, Workflow, Reports, Interface and Customization).	State	State		
Receive, log and review functional releases from Hosting Vendor.	State	State		
Determine impact of release to installed configuration. Maintain Solution Configuration (Application, Process flows, Workflow, Reports, Interface and Customizations) Documentation (Specifications, test scripts, training documentation, help desk material).	State	State		
Implement, test, and deploy release.	State	State		
Document any customizations (Application, Process flows, Workflow, Reports and Interfaces).	State	State		
Identify, document, justify changes to solution configuration.	State	State		
Design and build configuration Changes in Development Tenant.	State	State		
Promote Change to Test Tenant and perform testing.	State	State		
Promote to Production and execute Deployment tasks.	State	State		
Schedule and perform Solution back-ups.	LSI	LSI		



Task	Responsible	Accountable	Consult	Inform
Request scheduled refreshes in Test environments	State	State		

Extension Management

SAP Cloud Platform Integration (CPI) provides a secure application container which decouples the extension applications from the extended SAP solution via a public API layer. This container ensures that extension applications have no impact on the stability of the extended solutions. It also ensures that data access is governed through the same roles and permission checks as those of any other SAP interface.

The ABAP Environment

In-App Extensibility

CPI offers capability of extending the existing S/4 HANA applications which are implemented to the vast majority in ABAP (back-end) and JavaScript (front-end) inside the ABAP stack. Which can be done by key user extensibility. The tool set consists of web-based apps for end-to-end creation of extensions, for example adding/deleting custom fields, custom logic etc. It is like modifying changes which were provided by SAP to key users when these apps were being developed. SAP has provided us with some options to modify apps till some extent. You can hide/delete, add fields and business logic add custom CDS views also. Write your own OData (Rest) calls or even create Custom CDS and later OData calls to bind them with data model. When using CDS we can only read and with OData(Rest) calls we can perform both read/write operations.

Key User Extensibility Tools

Completely web-based (developed along the Fiori principles and technology) tools and targeted for the key users and therefore easy to use. No deep technical knowledge is required. The modifications are lifecycle-stable as these modifications will still work when the system is updated.

In-app (key user) extensibility capabilities are exposed by extensibility Cockpit – an app directly integrated in Fiori Launchpad that allows developers to browse through data and process models and visualize extensibility options for apps.

3rd Party Interface Support

- SAP Solution Manager offers a bi-directional interface to exchange messages between Service Desk and third-party help desk tools or another SAP Solution Manager.
- SAP Solution Manager Service Desk can be integrated into existing help desk applications.
- The interface is open, there is no preferred partner tool, although the partner tool must have the corresponding interface.
- It is based upon web services (simple, flexible and platform-independent), and 3rd party implementation can be certified by SAP.
- Forwarding a message into another help desk creates a corresponding message there.

Please see LSI's and the State's responsibilities for the tasks required to execute the above



approach:

Task	Responsible	Accountable	Consult	Inform
Work with State to develop an integrated process to manage a three-tier help desk.	LSI	LSI	State	
Provide Level 1 Help Desk support	State	State	LSI	
Develop support artifacts (knowledge transfer, help desk services documentation etc.).	LSI	LSI	State	
Provide Training for identified State Help Desk resources.	LSI	LSI	State	
Provide Level 2 Help Desk Support integrated with State's ticketing system	State	State	LSI	
Provide Level 3 support integrated with State's ticketing system.	LSI	LSI	State	

Please also see attached **LSI_Sample SLAs+ Project Contracting Docs_RFP-ERP-2020.pdf** for LSI's Sample SLA Support Policy as well as Software Licensing Agreements.

Appendix E: Ongoing Services Requirements

Please see attached **LSI_RFP-ERP-2020 Appendix E_Ongoing Service Requirements.docx**

Appendix F: Service Level Agreement Requirements

Please see attached **LSI_RFP-ERP-2020 Appendix F_SLA Requirements.docx**.



Evaluation Criteria 7: Price

Please see attached [LSI Appendix L Cost Workbook RFP-ERP-2020 BAFO FINAL.xlsx](#)
[LSI Appendix L Cost Workbook RFP-ERP-2020 Option 1 FINAL.xlsx](#)

~~Please also see attached [LSI Appendix L Cost Workbook RFP-ERP-2020 Option 2 FINAL.xlsx](#)~~

~~Each of these~~ This Cost Workbooks also shows a 15 year cost model for the State.

Certification

LSI certifies that the services to be rendered shall be performed by employees paid at wages or salaries not less than the wages or salaries paid to public officers and employees for similar work; and that all applicable federal and state laws relating to workers compensation, unemployment compensation, payment of wages, and safety will be fully complied with.

LSI will be compliant with all laws governing entities doing business in the State and will supply evidence of compliance upon award of the Contract.

Offeror Checklist

Please see attached [LSI Consulting Offeror Checklist RFP-ERP-2020 FINAL.pdf](#).

Assumptions (Confidential)

1. Any changes in the defined project scope must be agreed to in writing between the parties. Work will not proceed on any new requirements outside of the original budget and scope without prior written agreement between the parties.
2. The State will contract for all software licenses required prior to the commencement of the project.
- ~~3. All required hardware will be available when required by the Project schedule so as not to adversely affect other aspects of the Project. Hardware will be installed by State staff.~~
4. The State and LSI will follow the LSI provided methodology to implement the software. The LSI provided methodology will take precedence over any other methodology introduced by the State or 3rd party consultants (unless it is in conflict with any State process required by statute to make decisions, maintain compliance, or enforce quality or security standards.). The LSI methodology may be modified, in order to meet Project requirements, by mutual agreement between LSI and the State.



5. The parties assume a continuous, linear progression through the phases of the LSI GovOne Methodology. The State's acceptance of Deliverables will constitute acceptance by all the relevant parties and organizational units within the State.
6. Both LSI and the State agree that decisions reached in completing milestones, tasks and stages cannot ordinarily be revisited without associated increases in overall price and /or offsetting changes to the Project schedule.
7. No significant change to the State's organizational structure is factored into the scope of this Project. Any impacts upon the Project (including on LSI's obligations) caused by any such organizational changes after the commencement date are out of scope and will be addressed through a Request For Change to the Statement of Work.
8. The State and LSI will jointly evaluate Project progress on an agreed upon regular and continuing basis. LSI is responsible for status reporting.
9. The Steering Committee will meet regularly to review Project status and resolve open issues. Such meetings will be held at least monthly. LSI representatives will be invited to participate in meetings unless the Steering Committee determines in its sole judgement that participation would not be in the best interests of the State for a particular session or portion of a session.
10. The State's full-time Project Manager will have authority to make day-to-day decisions on Project direction and resources in accordance with the Project schedule in consultation with the LSI Project Manager.
11. The State Project Manager is responsible for informing State management of any Project concerns or issues that may be communicated by LSI.
12. In case of sickness or vacation, the key State decision-makers will have an alternate assigned.
13. The State and LSI Project Management will conduct joint project resource reviews. If the Project Managers agree that an LSI or other team resource is not performing at the required level, they will promptly develop and execute a plan to replace that resource within a reasonable timeframe.
14. Implementation resources will be a mixture of both onsite and remote as agreed upon.
15. State Project team members must have a thorough understanding of the State's business requirements, as they relate to the SAP implementation and the ability and skills to draw information from others in the organization as well as provide feedback on the goals and progress of the Project.



16. State team members selected to participate should be key members of the areas that we are affecting with the implementation of the SAP Software.
17. Project team members will be empowered to act and make decisions in a timely manner as they relate to implementing the SAP system so as not to negatively impact the timeline or Project schedule. The core State Project team members will be responsible for delivering work products consistent with the schedule in accordance with the agreed upon Project work plan.
18. Postponements and delays of scheduled events due to lack of State staff availability will likely result in an extended project schedule and/or additional fees.
19. The State and/or LSI agree that each may need to provide additional resources to the Project to meet deadlines or complete work as required by this SOW.
20. Failure to begin on the scheduled start date may impact the overall timeline as well as resource availability.
21. A Project of this nature will have “peak” periods where the Project team will be expected to work outside normal business hours.
22. LSI project staff will generally be available on site or remotely from Monday to Friday with changes for holidays and vacations as appropriate.
23. LSI will be the prime contractor. LSI may involve non-LSI consultants, on a mutually agreed upon basis, during the course of the Project as required.
24. The State will provide Project administrative support for the Project Management Office tasks such as scheduling of meetings, onboarding of new resources, etc..
25. The State will provide office supplies ~~for the and a project~~project office for the project team for the duration of the project.
26. The State will provide adequate workspace for Project personnel for LSI including such items as desk, telephone, LAN connection, photocopier, printers, and fax equipment.
27. An agreed upon high-speed connection to the SAP Software will be installed by the State within 30 days of Project start-up to facilitate access to SAP Service Marketplace.



28. The State is responsible for network availability within and between State facilities and offices.
29. The LSI team comes equipped with laptop computers capable of running the SAP GUI and other PC software used on the Project. Either the State will support the use of the LSI team laptops on its network or the State will provide PCs with the Microsoft Office Suite and e-mail capability for the Project team.
30. Project team members will be given local and remote access to the SAP environment. Secure VPN access to the customer network will be granted as necessary.
31. Full time, on-site Project technical support (e.g. telephone, desktop, printer, network, and email) for the Project team will be made available by the State.
32. The State will correct faults and outages in any component of the technical environments or other equipment, software and materials made available by the State to the Project Team in a manner that will not impact the Project schedule.
33. All materials will be developed in English. State is responsible for any translations required.
34. LSI will provide a single paper copy and a single electronic copy of all deliverables. The State is responsible for all further reproduction of the deliverables for its internal needs.
35. Any LSI named assigned project personnel are subject to availability. Any changes to project start date, timeline or scope may result in changes to LSI assigned project team staffing availability. Any changes made to staffing will be approved prior by joint PMO office in writing.
36. Procurement requirements, processes and configuration for the project will be provided by the EFS team
37. The scope does not include requirements for the Purchasing eProcurement project (other than the integrations already indicated in this EFS requirements matrix) or the Department of Transportation (DOH) specific procurement requirements and processes.

New BAFO Assumptions Explanation of Changes in the State's Appendix L(Cost Workbook)

1. Revised Pricing for Proposed SAP Solution SaaS Software in accordance with the State's revised CORE, EXPANSION and OPTIONAL PHASES.

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2. Included all relevant and recommended Proposed SAP SOLUTION components to address the States revised Appendix A-1(CORE PHASE) Bond Requirements as outlined in our updated response

3. Materially lowered FY21-FY25, FY26-30 & FY31-25 Software Costs to the State based on a better understanding of the State's goals and objectives, removal of some assumptions we had, and overall pricing optimization

a. An approx. 17.1% Price Decrease for CORE & EXPANSION PHASES

4. Revised and Updated TAB " 8.Software-15 Year Guaranteed TCO" – which now provides the State

a. Lower overall – BASE (10 Year Contract [(FY21-25 + the First Optional Subscription Renewal Term (FY26-30))

i. An approx. 15% Cost Reduction

b. Lower overall – Second Optional Subscription Renewal Term (FY31-35)]

i. An approx. 13.3% Cost Reduction

c. Lower overall (15) Year SaaS Guaranteed Subscription Cost (FY21-FY35

i. An approx. Overall 15.0% Cost Reduction

d. Predicable, Consistent Annual Guaranteed Costs – Years FY21-FY25 / FY26-FY30 / FY31-FY35

5. Cleaned up formatting across Tables within TAB "2. Software" to be consistent

6. Cleaned up formatting across Tables within TAB " 8.Software-15 Year Guaranteed TCO" to be consistent

7. Confirmation of what was not changed in our BAFO Response – which corresponds to, and/or affects Appendix L (Cost Workbook) associated with the Proposed SAP SOLUTION SaaS Subscription Pricing (Software Costs)

a. We did not remove any SAP Solution Components, their associated direct licensing quantities, proposed and outlined in our Original RFP-ERP- 2020 Response to the State.

8. Confirmation of what was changed in our BAFO Response – which corresponds to, and/or affects Appendix L (Cost Workbook) associated with the Proposed SAP SOLUTION SaaS Subscription Pricing (Software Costs)

a. In the TAB "7. Offeror Assumptions" we made the following updates to the Licensing Quantities provided by LSI of the Proposed SAP SOLUTION:

i. Deleted –

- Original - (200) Concurrent Sessions - SAP Analytics Predictive Cloud Application

- BAFO Update – Deleted this Solution Component in favor of increasing the overall Power-Users - SAP Analytics Predictive Cloud Application Licensing

ii. Adjusted –

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- Original - (400) State Power-Users - SAP Analytics Planning & Predictive Cloud Application
- BAFO Update - (1,600) State Power-Users - SAP Analytics Planning & Predictive Cloud Application



LSI Attachments

LSI Consulting_Confidential Information_Form OF-3_RFP-ERP-2020_FINAL.pdf

~~[LSI Consulting_Appendix A_1 Core Phase Requirements_FINAL.xlsx](#) Please see BAFO for updated response attachment.~~

~~[LSI Consulting_Appendix A_2 Expansion Phase Requirements_FINAL.xlsx](#) Please see BAFO for updated response attachment.~~

~~[LSI Consulting_Appendix B Optional Phase Requirements_FINAL.xlsx](#). Please see BAFO for updated response attachment.~~

LSI Consulting_Appendix C Technical Requirements_FINAL.xlsx

LSI Consulting_Appendix D Implementation Services Requirements_FINAL.docx

LSI Consulting_Appendix E Ongoing Services Requirements_FINAL.docx

LSI Consulting_Appendix F Service Level Agreements Requirements_FINAL.docx

LSI Consulting_Appendix K Proposed Project Organization and Staffing_FINAL.docx

LSI Consulting_Resumes_RFP-ERP-2020_FINAL.pdf

LSI Consulting_Offeree Checklist_RFP-ERP-2020.pdf

LSI_About EnableNow_RFP-ERP-2020.pdf

LSI_NS2 Datasheet_RFP-ERP-2020.pdf

LSI_Partner Managed Cloud White Paper_RFP-ERP-2020.pdf

LSI_REFERENCES- Offeror Form OF-1_RFP-ERP-2020_FINAL.pdf

LSI_Markets and Capabilities_RFP-ERP-2020.pdf

LSI_Sample SLAs+ Project Contracting Docs_RFP-ERP-2020.pdf

~~[LSI_Appendix L_Cost Workbook_RFP ERP 2020_Option 1_FINAL.xlsx](#) Please see BAFO for updated response attachment.~~

~~[LSI_Appendix L_Cost Workbook_RFP ERP 2020_Option 2_FINAL.xlsx](#) Please see BAFO for updated response attachment.~~

~~[LSI_Staffing Plan_Option1_RFP-ERP-2020.pdf](#) Please see BAFO for updated response attachment.~~

~~[LSI_Staffing Plan_Option 2_ERP-RFP-2020.pdf](#) Please see BAFO for updated response attachment.~~





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About LSI Consulting
Established in 1998, LSI Consulting was formed from SAP's first US Public Sector implementations at MIT and the City of Phoenix and is the premiere provider for packaged SAP Public Sector implementation and integration services that enable cost effective and reduced risk engagements. LSI customers span the spectrum of US Public Sector markets including Federal, State and Local Government, Higher Education & Research, and Healthcare.



ATTACHMENT FORM OF-2 - EXCEPTIONS

RFP-ERP-2020, AN ENTERPRISE FINANCIAL SOLUTION

STATE OF HAWAII, OFFICE OF ENTERPRISE TECHNOLOGY SERVICES (ETS)

Exceptions to the terms, conditions, specifications, or requirements listed in the RFP (not including the General Conditions) shall be indicated below. No exceptions shall be made to Exhibit 4, the General Conditions. OFFEROR shall reference the RFP section where the exception is taken, a description of the exception taken, the proposed alternative, and the reason for the proposed alternative. The State reserves the right to accept or reject any request for exceptions.

Location	Exception	Reasoning												
Attachment 1 – To Software Escrow Agreement Source Materials	Entire Agreement. Strike.	As a cloud hosted product, changes by LSI to any source code becomes the property of SAP. System copies can be made available to the State upon request. An escrow agreement for source materials is not needed and only adds costs to the project budget. Pricing proposed does not take into account the need for third party escrow agreements in place. If this escrow agreement and account are further required, pricing will need to be adjusted.												
Exhibit 3- Relationship Management. Section 2. Key Roles	To ensure consistency of service delivery and minimize personnel learning curves, Contractor agrees to strive to minimize the amount of turnover in its staff assigned to the State's account to the goal of less than ten percent (10%) per contract year.	Due to the variable natures of implementation project timelines, adjusting scope, force majeure and availability, LSI cannot guarantee to the State to keep turnover under 10%. While LSI does strive to minimize the turnover, LSI chiefly strives to serve the customer in its best interested and in turn this does not allow guarantees for low turnover.												
Exhibit 3- Relationship Management. Section 4. Table 1 Governance Functions & Responsibilities. #26	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Performance Management</th> <th style="width: 15%;">Contractor</th> <th style="width: 15%;">State</th> </tr> </thead> <tbody> <tr> <td style="background-color: #cccccc;"> </td> <td style="background-color: #cccccc;"> </td> <td style="background-color: #cccccc;"> </td> </tr> <tr> <td>26. Provide periodic written performance management reports to the State on SLAs and conduct periodic scheduled and ad hoc review meetings as required.</td> <td style="text-align: center;">A</td> <td style="text-align: center;">C</td> </tr> <tr> <td>26. Provide periodic written performance management reports to the State on SLAs and conduct periodic scheduled and ad hoc review meetings when requested.</td> <td> </td> <td> </td> </tr> </tbody> </table>	Performance Management	Contractor	State				26. Provide periodic written performance management reports to the State on SLAs and conduct periodic scheduled and ad hoc review meetings as required.	A	C	26. Provide periodic written performance management reports to the State on SLAs and conduct periodic scheduled and ad hoc review meetings when requested .			LSI can provide these reports and meetings when requested.
Performance Management	Contractor	State												
26. Provide periodic written performance management reports to the State on SLAs and conduct periodic scheduled and ad hoc review meetings as required.	A	C												
26. Provide periodic written performance management reports to the State on SLAs and conduct periodic scheduled and ad hoc review meetings when requested .														

<p>Exhibit 5: Selected Supplemental General Conditions. Section 1.19 Corrective Action Plan</p>	<p>1.19 "Corrective Action Plan" means the detailed written plan required by State to correct or resolve a Defect and Problem or breach by Contractor or event causing the assessment of a liquidated damage against Contractor.</p>	<p>LSI does not accept liquidated damages as a remedy in this clause.</p>
<p>Exhibit 5: 1.7 Business Continuity Plan</p>	<p>1.7 "Business Contingency Plan" has the meaning ascribed thereto in Section 15.1 and Contractor's approved Business Contingency Plan.</p>	<p>LSI's Business Contingency plan will works with an industry standard business contingency plan that will replace section 15.1.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 1.79 Software License.</p>	<p>1.79 "Software License" means a worldwide , non-exclusive, royalty-free, fully- paid up, perpetual (or the longest period permitted by Law), irrevocable license and right (with the right to sublicense, except as may otherwise be agreed or limited by the Parties) under all of the licensor's Intellectual Property Rights (and in the case of software to be licensed or sublicensed by or on behalf of a Contractor Assisting Entity under all of the Contractor Assisting Entity's Intellectual Property Rights) to use, including Use, Software, other Contractor Technology, and other Pre-Existing Works subject to this Contract.</p>	<p>LSI is the official software reseller. None of the software proposed allows for additional sublicensing.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 2.3 Third Party Software Licenses.</p>	<p>If State does not approve any such agreements, Contractor shall replace such Third-Party Software with a functionally equivalent product and acceptable license agreement and/or maintenance agreement unless one is not available. No evaluation penalty to Contractor if an acceptable alternative is not available.</p>	<p>Since LSI is the software reseller to the State, it is unlikely a disapproval of the third party software license agreements will occur. If so, LSI will in good faith do its best to offer alternatives where applicable. If an amenable alternative cannot be found, LSI should not be penalized in scoring retroactively.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 2.4 Documentation.</p>	<p>2.4 Documentation. Unless otherwise provided in the RFP Appendices or another Annex hereto or thereto, and subject to the same, Contractor shall provide one (1) set of Documentation to the State for use in electronic format compatible with Microsoft Corporation's then-generally available Office products and in written format in accordance with the terms of the Contract.</p>	<p>As standard, LSI provides 1 set of documentation to the state for use in electronic format. Project documentation will be housed in a shared project repository and can be downloaded on demand by the State's repository authorized users.</p>
<p>Exhibit 5: Selected</p>	<p>4.2 Assignment. To the extent that ownership of any part of the State</p>	<p>At this time, LSI takes exception to this entire section. As a software reseller LSI's assignment capabilities</p>

<p>Supplemental General Conditions. Section 4.2 Assignment.</p>	<p>Property (including any of the Intellectual Property Rights in and thereto) does not vest in State by operation of Law in any jurisdiction, Contractor hereby assigns, grants and conveys (and shall cause any Contractor Assisting Entity to assign, grant and convey) all of Contractor's and/or any Contractor Assisting Entity's and their employees', contractors', subcontractors' and other agents' worldwide right, title and interest in the same to State without the necessity for any additional consideration. Each foregoing assignment, grant and conveyance to State shall be referred to as a "State Assignment," and Contractor acknowledges and agrees that such State Assignment shall be effective as of the moment of creation or development of any Work Product and/or Deliverables, or portion thereof, or the Intellectual Property Right, which is the subject thereof.</p> <p>Contractor hereby, without reservation, binds Contractor and the Contractor Assisting Entities and its and their employees, contractors, subcontractors, agents, successors, assigns and legal representatives to cooperate fully and promptly with State and to do all acts necessary or required to be done or requested by State to perfect the assignment to State, including, in and in connection with all proceedings before the U.S. Copyright Office, the U.S. Patent and Trademark Office and similar intellectual property governmental offices or agencies in other jurisdictions, without the necessity of further consideration from State, but at State's reasonable expense, subject to availability of funds. Contractor shall also, from time to time, execute and deliver (and/or cause to be delivered) to State any and all lawful recordation and application documents, including petitions, specifications, oaths, assignments, disclaimers, waivers and lawful affidavits in form and substance as may be requested by State. Contractor shall further provide State from time to time with all other assistance required to vest or perfect State's exclusive ownership of the State Property, and cooperate with State and do all acts requested by State to evidence, establish, apply for, procure, register, record, maintain, enforce and defend State's rights in the same on a prompt basis, but in any event within such time period(s) as required to enable State to timely preserve or assert its rights in any country or region of the world. Contractor hereby appoints State as its agent and attorney-in-fact to act for and on Contractor's behalf in connection with the foregoing, which appointment is irrevocable and coupled with an interest. Contractor also agrees not to file any applications in any jurisdiction for any Intellectual Property Rights in or with respect to the State Property and/or any</p>	<p>only extend so far as pursuant to reseller agreements.</p>
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	<p>components thereof, or to contest or challenge or assist others in contesting or challenging State's ownership of or State's Intellectual Property Rights in the State Property. Contractor hereby expressly waives any "moral rights" or rights of "droit moral," if any, that Contractor may have in the subject matter of the assignment. Without limiting the foregoing provisions of this Section 4.2, Contractor agrees to comply with all requests from State related to securing, protecting, enforcing and defending State's rights in the State Property, State confidential information, State Information and any Intellectual Property Rights owned by State, including executing additional documents and/or instruments as requested by State or its attorneys or agents. Without limiting the other provisions of the Contract, Contractor shall not, and shall not permit any other Third-Party to, without the specific prior written approval of State in each instance, (a) create any Derivative Works of or (b) decompile, disassemble or reverse engineer any State Property or any State confidential information, State Information or any other property or Intellectual Property Rights of State. Subject to the terms hereof, the State shall also own and retain all right, title and interest in and to its confidential information, the State Information, the State's Intellectual Property Rights, the Purchased Equipment and Technology, licenses to the State Third-Party Software, and any other State property developed independently by the State or a Third-Party other than Pre-Existing Works.</p>	
<p>Exhibit 5: Selected Supplemental General Conditions. Section 4.5 Data.</p>	<p>4.5 Data. Contractor shall provide the State with a complete copy of any and all State Data controlled or held by or for Contractor on the sixth (6th) Business Day of each January beginning on the first January after the execution of the Contract and additionally within five (5) Business Days at any time of a request from the State. Contractor shall provide such State Data, at no additional Cost to the State, on magnetic, optical, or other media in a format acceptable to the State, or by electronic transfer and in the form and manner requested by the State from time to time. The State will request this annual copy in writing 60 days prior to the sixth (6th) Business Day of each January.</p>	<p>LSI will gladly provide this requested copy of any/all State Data controlled or held by or for Contractor as requested. LSI requests 60 day prior written notification of request by the State in order to ensure proper and timely execution.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 5.6 Contractor</p>	<p>5.1 Contractor Responsibility. Contractor, and not the State, shall bear any and all liability arising out of a claim against the Contractor (whether or not asserted in court or any other tribunal) asserted by any person or entity (including, for example, and without limitation, a Contractor Subcontractor or its employees or agents) arising out of, related to or in connection with his, her or its employment or retention or any asserted employment or retention (including, without limitation, claims involving disparate treatment, dismissal,</p>	<p>LSI will bear liability arising out of a claim against LSI as the Contractor, but will not agree to bear any and all liability if the claim is against the State.</p>

Responsibility.	failure to be hired or retained, discrimination and/or failure to receive employment or retirement benefits).	
Exhibit 5: Selected Supplemental General Conditions. Section 6.2 SLA Testing.	6.2 SLA Testing. Subject to the RFP Appendices, Contractor and State will conduct tests for measuring and certifying the achievement of the SLAs as described in "Appendix F, Service Level Agreement Requirements." Contractor must implement all testing, measurement and monitoring tools and procedures required to measure and report Contractor's performance of the Deliverables and Services against the applicable SLAs. Such testing, measurement and monitoring must permit reporting at a level of detail sufficient to verify compliance with the SLAs and will be subject to audit by the State. Contractor will provide the State with information and access to all information and Work Product and Deliverables produced by such tools and procedures upon request for purposes of verification. Contractor must approve all SLA tests for measuring and certifying the achievement of the SLAs to meet its standard industry practices prior to start of the Contract unless otherwise mutually agreed upon by Contractor and the State.	LSI will conduct said tests but need to ensure we are included in the approval process before any changes to testing occurs.
Exhibit 5: Selected Supplemental General Conditions. Section 7.5 Deliverables- Warranty.	7.5 Contractor shall promptly and in accordance with Appendix F repair or replace each of the Deliverables that does not meet its specifications and RFP Requirements during the Deliverable Warranty Period (which begins upon Go- Live of EFS, in whole or in part, and Acceptance of each other Deliverable in accordance with the terms of the Contract and continues through the end of post go live support (3 months) for each deliverable's respective implementation timeline's Go-Live (the "Deliverable Warranty Period")) at no charge to the State. After the 3 month post go live support for each implementation wave, the State will bear the cost of any additional services not included in the contracted implementation cost or	LSI's project deliverables including the solution includes a warranty that continues through the end of the post go live support period of each implementation timeline. Post go live support, documentation of delivery may become outdated at which time it would be the State's responsibility to update this documentation unless LSI is contracted to continue to service the State to update this documentation.
Exhibit 5: Selected Supplemental General Conditions. Section 8.2 Indemnification Process Terms.	8.2 Indemnification Process Terms. If any claim is made against the State or a State Indemnified Person, notice thereof shall be given by State to Contractor, but any failure to provide such notice shall not limit the Contractor's indemnification or defense obligations to the extent the Contractor is not prejudiced thereby. Contractor will assume, at its limited expense, the defense of such action on behalf of the State, provided that the State shall nonetheless have the right to participate in such proceedings and to be represented by counsel of its own choosing, and the cost and expense	LSI does willingly agree to indemnify the State, but must do so at limited costs and does not agree to cover attorney fees unless otherwise assigned by the Courts.

	<p>attributable to such counsel shall be borne solely by the Contractor. Contractor will not pay for any attorney fees incurred by the State.</p>	
<p>Exhibit 5: Selected Supplemental General Conditions. Section 10. Software Escrow</p>	<p>10. Software Escrow. All Source Code belongs to Software Manufacturer. 10.1— Contractor shall provide the State with the Source Code Form of all Software and associated Source Materials for all Software licensed for Use by the State from Contractor or used by Contractor to provide the EFS including any Third Party Software, if Contractor and/or its Contracting Assisting Entities make such Software available directly to State, and for the Custom Software. Contractor shall provide such Source Code and Source Materials at no additional cost on magnetic media, or other electronic format that is acceptable to the State.</p> <p>10.2— If Contractor and/or its Contracting Assisting Entities do not directly provide the Software in Source Code Form to the State, Contractor shall provide the State through the Escrow Agent, pursuant to Schedule 3 of this Exhibit, with a copy of the Source Code, object code, and updated associated Source Materials for Contractor owned or Contractor Assisting Entity owned Software, including Pre-Existing Works, and any other Software, including Third Party Software, which Contractor is permitted by its license agreements to provide to sublicensees (including the State), in its then current condition and as Updated or Upgraded during the Term.</p> <p>10.3— Within ten calendar days of acceptance of the applicable Deliverables with Software, or as otherwise specified herein or elsewhere in the Contract, including for the avoidance of doubt, an Appendix, or other Annex, Contractor shall provide the State directly or shall place a copy of the Source Materials with the Escrow Agent pursuant to the Escrow Agreement. Contractor shall thereafter regularly update the Software Source Code, Software executable code, and Source Materials as required to keep the Source Materials current with the then-existing Software, provided, that it shall do so at least on calendar quarterly basis and in any event within ten calendar days of a written request of State.</p> <p>10.4— Upon State's request, but no more than once per year unless Contractor is not in compliance with its escrow obligations, Contractor will certify in writing its compliance with Section 10.2 and with the Escrow Agreement during the term thereof, which certification will be signed by an</p>	<p>Please strike entire sections 10.1-10.5. Any source code developed by LSI with this solution implementation for the State belongs to the software manufacturer. Due to the hosted system infrastructure, regularly scheduled copies can be made of the system annually for the State, but a third party escrow account is not warranted since this solution is a hosted solution and not on premise software. System copies can be made on demand with a regular schedule to allow for this process to take place with minimal disruption to regular business processes.</p>

	<p>officer of Contractor. If the State obtains the Source Code, object code, and Source Materials from a release of these materials pursuant to the Escrow Agreement, Contractor hereby grants to State a non-exclusive, transferable, perpetual (or for the longest period permitted by applicable law), irrevocable, license to Use, execute, alter, adapt, create updates to, and modify, enhance and create derivative works based on the Software (all of which State shall own), reproduce, display, transmit, make available, perform and distribute the Source Materials and authorize others to do the same. Further, Contractor consents to, and shall cooperate with, State contacting and obtaining assistance from the programmers after it has received the Source Materials.</p> <p>10.5— Contractor shall be responsible for payments due to the escrow company and for making each escrow deposit.</p>	
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.1a- Suspend Payments</p>	<p>(a) Suspend Payments. Temporarily withhold or disallow all or part of the billing Cost/payments pending correction of a deficiency in or a non-submission of a required Deliverable or failure to meet scheduled delivery times and/or milestones by the Contractor or other nonperformance of Contractor's obligations;</p>	<p>Please strike. LSI understands the State's request for this type of relief available to the State but does not agree to allow the State to completely disallow all or part of the billing cost/payment to be suspended due to work already completed and the subjective nature of this relief.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.1c- Receive Market Value.</p>	<p>(c) Receive Market Value. In the event the Contractor fails, refuses or neglects to perform the Services or provide Deliverables, including meeting delivery times and/or milestones in accordance with the terms of the contract, the State reserves the right to purchase, in the open market, a corresponding quantity of the Services and Deliverables, and to deduct from any monies due or that may thereafter become due to the Contractor, the difference between the Cost set forth in the Contract and the actual cost to the State. In case any money due the Contractor is insufficient for said purpose, the Contractor shall pay the difference upon demand from the State. The State may also utilize all other remedies provided by Law.</p>	<p>Please strike. LSI does not accept this Relief as an option to the State.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.1d-</p>	<p>(d) — Reductions in Payments Due. Amounts due State by Contractor, including but not limited to liquidated or other damages, or claims for damages, may be deducted or set off by State from any money payable to Contractor pursuant to this Contract.</p>	<p>While LSI is not allowed to take exception to Liquidated Damages as stated in Exhibit 4 AG Terms and Conditions, LSI does not accept the liquidated damages or other claims for damages generally noted here.</p>

Reductions in Payments Due.		
Exhibit 5: Selected Supplemental General Conditions. Section 13.1e Change Orders: Contractor Termination	<p>(e) — Change Orders; Contractor Termination. If Contractor fails or refuses to:</p> <p>(i) negotiate a Change Order in good faith; or (ii) perform its Services pursuant to an agreed upon and executed Change Order, Contractor shall be in material breach of this Contract, and the State shall have the right to terminate the Contract for such a breach in accordance with Section 13 of the General Conditions without any further liability to the State</p>	<p>LSI does not accept this Termination clause. <i>Exhibit 4 AG Terms and Conditions</i> document that we are not allowed to take exception to already include <i>Termination for Default and Termination for Convenience</i> already cover this relief measure to the State.</p>
Exhibit 5: Selected Supplemental General Conditions. Section 13.1f: Termination for Rejection of Deliverables	<p>(f) — Termination for Rejection of Deliverables. If Contractor is unable to correct Defects and Problems in a Deliverable or Service pursuant to this Exhibit</p> <p>, State shall have the right to immediately terminate this Contract, in whole or in part, immediately or at such other time indicated in a notice of termination</p> <p>-</p> <p>without penalty or liability to State, with such a termination being deemed a termination due to the material breach of Contractor hereunder, and return the Deliverable, if applicable, to Contractor, and other Deliverables in State's judgment. If State terminates this Contract under this Section, Contractor shall, within 20 days thereafter, refund to State all payments made to Contractor for the returned Deliverable and Services rendered therefor and other Deliverables in State's judgment, in whole or in part.</p>	<p>LSI does not accept this Termination clause. <i>Exhibit 4 AG Terms and Conditions</i> document that we are not allowed to take exception to already include <i>Termination for Default and Termination for Convenience</i> already cover this relief measure to the State.</p>
Exhibit 5: Selected Supplemental General Conditions. Section 13.1h: Suspension for Convenience	<p>Suspension for Convenience. State shall have the right at any time to order the Services or Deliverables of Contractor fully or partially stopped for its own convenience for up to 45 consecutive days. Contractor will receive a written 14 day notice of the reasons for such an order. Contractor shall have the right to submit claims as a result of stop work orders issued under this Section. Contractor shall have the right to terminate contract after 45 days if no reasons or plans to release suspension are provided.</p>	<p>LSI understands there may be extenuating circumstances such as the COVID pandemic where such a need would arise, but would like ample notice if possible so that we can plan to the State's best interest on our end as well or be released if the State does not make its reasons or plan for release of suspension known.</p>
Exhibit 5: Selected	<p>Corrective Action Plans. State Request for Corrective Action Plan. State may require Contractor to submit to State a Corrective Action Plan to correct or</p>	<p>While LSI cannot take exception to the Liquidated Damages clause in Exhibit 4, LSI does not accept</p>

<p>Supplemental General Conditions. Section 13.1j: Corrective Action Plans</p>	<p>resolve a specific event or events causing the finding of a Defect and Problem or breach or prior to assessment of an applicable service credit. liquidated damage</p>	<p>liquidated damages as a remedy to prior events causing the finding of a Defect and Problem or breach.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.1k: Guaranty</p>	<p>(k) Guaranty. (i) — Submission. Within 10 Days of the Effective Date of the Contract, Contractor shall make effort in good faith to provide State with a Guaranty in the form of Schedule 1 to this Exhibit, which is attached hereto and incorporated by this reference, executed by the ultimate parent company of its organization. Contractor shall take all actions necessary to ensure that, if Contractor is acquired by or merges with another party or there is otherwise a change in Control of Contractor to another party, including without limitation by asset or stock sale, merger, transfer of ownership, divestiture, spin-out, spin-off, or any other way, then the ultimate parent company of that other party shall execute the Guaranty within ten Days of such acquisition, merger or change in Control. (ii) — Failure to Comply. Failure to comply with the obligations in this Section by Contractor shall entitle State to exercise its available remedies at law, in equity, and under this Contract. In addition, any such acquisition, merger, divestiture, spin-out, spin-off, or other change in Control of Contractor shall be null and void under this Contract, and State shall have the right to rescission of this Contract, and to exercise its license to the Software Source Code under Section 10</p>	<p>Please strike. LSI takes exception to this requirement of providing a Guaranty and to provide within 10 days of the effect date of the Contract. Due to the variable nature of this process, with LSI never having to provide a guaranty for past contracts in its 22 years, LSI requests this requirement be struck. Pricing proposed does not include the cost to obtain a Guaranty and if made contingent upon award, LSI reserves the right to amend final pricing to allow for this cost.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.1L: Letter of Credit</p>	<p>(l) — Letter of Credit. - (i) — Value. The Letter of Credit shall secure the performance of Contractor, including without limitation performance of the Services in accordance with the Work Plan and providing Deliverables in accordance with the Specifications, and shall secure any damages, cost or expenses resulting from Contractor's default in performance hereunder or liability caused by Contractor. Contractor may satisfy the obligation to provide a Letter of Credit through provision of one or more Letters of Credit on behalf of Contractor or from various sources.</p>	<p>Please strike. LSI takes exception to this requirement of providing a Letter of Credit (LOC) and to provide within 10 days of the effect date of the Contract. Due to the variable nature of this process, with LSI never having to provide a letter of credit for past contracts in its 22 years, LSI requests this requirement be struck. Pricing proposed does not include the cost to obtain an LOC and if made contingent upon award, LSI reserves the right to amend final pricing to allow for this cost.</p>

	<p>(ii) — Payments. The Letter of Credit shall become payable to State for any outstanding damage assessments made by State against Contractor. An amount up to the full amounts of the Letter of Credit may also be applied to Contractor's liability for any administrative costs and/or excess costs incurred by State in obtaining similar Software, Deliverables, other products and Services to replace those terminated as a result of Contractor's breach. State may seek other remedies in addition to this stated liability. It is understood and agreed that the form of the Letter of Credit shall be substantially similar to the form in Schedule 2 to this Exhibit.</p> <p>(iii) — Review and Acceptance by State. Prior to acceptance of the Letter of Credit, the State reserves the right to review and give its acceptance of the Letter of Credit. If the Letter of Credit expires based on its terms, Contractor shall immediately renew or establish a new Letter of Credit during the term. Both the initial expense and the annual premiums on the Letter of Credit shall be paid by Contractor. Failure to provide an acceptance Letter of Credit within 30 days of the Effective Date and during the term shall be a material breach of this Contract.</p>	
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.2: Work Plan (c)</p>	<p>However, unless otherwise specifically agreed to in writing by the Agency procurement officer or his or her designee in writing, State's agreement on a change to the Work Plan shall not relieve Contractor of liability for liquidated damages and other damages arising from such failures to perform its obligations as required herein. Contractor shall provide updated copies of its detailed Work Plans in Microsoft Office 2010 365 format and an online manner accessible and usable by State.</p>	<p>LSI does not accept liability of liquidated damages as it relates to the Work Plan. LSI's consultants utilize MS Office 365 products and can provide updated copies of its detailed Work Plans in this format and an online manner accessible and usable by State.</p>
<p>Exhibit 5: Selected Supplemental General Conditions. Section 13.3. Acceptance Process.</p>	<p>13.3 — Acceptance Process.</p> <p>(a) — Contractor must give Confirmation for each Deliverable before State shall begin performing Acceptance Tests. Upon delivery of a Service or Deliverable and receipt of Confirmation from Contractor that the Service or Deliverable meets applicable Specifications, State will, with Contractor's assistance at no additional charge and in accordance with the Work Plan, review or perform Acceptance Tests on the Service or Deliverable, as applicable, to determine whether there is conformation to such Specifications. State will provide Acceptance for a Service or Deliverable if it has no Defects and Problems, except as noted below. However, if a Defect and Problem is found, State will notify Contractor in an e-mail or other document of Defects</p>	<p>Please utilize our Acceptance/Rejection language provided that we use across the board as standard practice in our projects.</p>

~~and Problems used as the grounds for State's decision not to give Acceptance. Contractor shall correct Defects and Problems at no cost to State and State which will review or~~

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~~perform Acceptance Tests to verify whether the Service or Deliverable lacks Defects and Problems (except as noted below) and in writing shall either give its Acceptance or reject it following such review or Acceptance Tests. State's times for providing notice of Defects and Problems, Contractor's times for correcting Defects and Problems and State's review thereof shall be in accordance with the timeframes set in the Work Plan, or, if time periods for providing notice of Defects and Problems, correcting Defects and Problems by Contractor and reviewing and retesting the corrected Services or Deliverables are not in the Work Plan, each such time period shall be ten business days.~~

~~(b) If Contractor is unable to correct all Defects and Problems within the number of days described in the Work Plan following the scheduled Acceptance Date, or if no such date is in the Work Plan, State may, within 30 days from such scheduled Acceptance Date, at its sole option: (a) continue reviewing or performing Acceptance Tests on the Deliverable or Service and require Contractor to continue until Defects and Problems are corrected or eliminated;~~

~~(b) require Contractor to provide, at its expense, a replacement Deliverable or Service for further review or Acceptance Tests; (c) set off from the Charges to the extent State determines the Defects and Problems for the Service or Deliverable have not been corrected and provide Acceptance for the applicable Service or Deliverable; or (d) after completion of the process set forth in this Section and providing notice of default to Contractor, terminate this Contract in whole or in part as described in Section 13.1(f) of this Exhibit.~~

~~(c) After Acceptance of a Deliverable or Service, State shall, with input from Contractor, determine whether the Deliverable or Service, if applicable, is ready for Go-Live. Contractor shall put the Deliverable or Service into Production after State gives Contractor Notice that the Deliverable or Service is ready for Go-Live.~~

~~(d) Contractor shall provide to State Services and Deliverables pursuant~~

~~to this Contract on or before the applicable Service or Delivery Dates. All such Services and Deliverables made pursuant to this Contract must be complete. Contractor shall deliver hard copy and electronic versions, when required, of the Deliverables in formats agreed to by the parties.~~

~~(e) In the event of a contradiction, conflict, ambiguity or inconsistency in or between Deliverables and other documents comprising this Contract, including without limitation, a Deliverable that has already received Acceptance from the State Project Manager, the RFP, the Response, and any future amendments to this Contract, any such contradiction, conflict, ambiguity or inconsistency shall be resolved in accordance with State's judgment and in favor of the latest State approved Deliverable except in the case where a previous documented requirement is inadvertently omitted or not addressed directly or accurately in a subsequent Deliverable. No requirements can be omitted from the RFP~~

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~~Requirements for a Service or Deliverable without the written consent of the State Project Manager.~~

~~Acceptance and Rejection Process~~

~~Contractor and the State abide by the following Acceptance Procedure and Acceptance Criteria for the review and testing/inspection of all Deliverables: The following process will be followed for acceptance of deliverables during the project for System Event Deliverables and Non-System Event Deliverables.~~

~~Non-System Event Deliverables Acceptance:~~

~~All completed non-system deliverables will be reviewed by Contractor's project manager and uploaded to the designated project repository/network folder. Contractor Project Manager shall notify the State Project Manager and submit a Deliverable Acceptance Certificate (Sample format attached in section Appendix 6 of this document).~~

~~Upon Contractor's submission of a completed Deliverable, the State shall review the Deliverable and approve it or notify Contractor of the discrepancies and errors found in the Deliverable, within five (5) consecutive business days, unless otherwise mutually agreed to in writing by the Project Managers of both the parties. The Business Blueprint and Fit Gap Analysis documents will have ten (10) consecutive business days after submission for approval.~~

~~If the State requires revisions to the submitted deliverables, all the required changes shall be collected and consolidated by the State Project Manager into one document (Deliverable Rejection Form) and provided to Contractor Project Manager within the stipulated time period. Contractor shall then revise the Deliverable or satisfactorily explain the reasons for Accepting the Deliverable "as is". Upon receipt of the revised Deliverable or receiving a satisfactory explanation for the deficiencies identified, the State Project Manager will verify that the changes were incorporated and accept the deliverable within three (3) consecutive business days. There shall be no new revisions requested for the deliverable other than those identified previously in the first round. In the event that neither approval nor feedback from the State is received within stipulated time period, the deliverable shall be considered approved.~~

~~System Event Deliverables Acceptance:~~

~~Upon completion of a system event Contractor project manager shall submit a Deliverable Acceptance certificate to the State's Project Lead. Upon Contractor's submission, the State Project manager shall verify the completion of the system event and provide an acceptance within five (5) business days.~~

~~Failure of User Acceptance Testing~~

~~If after testing the software components or the SAP System as part of User Acceptance system event, the software components or the SAP System do not function in a manner that meets, in all material respects, the applicable requirements of this statement of work, the State shall have the option, upon written notice to Contractor to:~~

- ~~• Accept the completion of user acceptance testing~~
- ~~• Accept those portions of the acceptance testing which pass the acceptance criteria and require Contractor to correct the remaining issues identified as per a mutually agreed upon schedule~~
- ~~• Continue the acceptance testing event until all portions are complete~~

~~Project Wave Acceptance~~

~~Once the Acceptance of all pre-Go-Live Deliverables associated with a particular Wave of the project has occurred, the State shall begin using the Software Components in that Wave for Productive Use ("Go-Live Date").~~

~~Once the State have used the Software Components for Productive Use for forty five (45) consecutive calendar days (“Product Stabilization Period”), and have reasonably determined that there have been no unresolved Priority 1, 2, or 3 Errors as defined below, identified during the specified product stabilization period, the State shall notify Contractor in writing of its “Project-Wave Acceptance” for the relevant Wave of the project.
State shall review all outstanding deliverables related to the wave and accept them prior to completion of the wave.~~

~~Issue Classification~~

- ~~• The priority assigned to a System Issue/Incident is primarily determined by the following factors:~~
 - ~~• The impact on the business in size and scope; e.g., financial impact (loss)~~
 - ~~• The urgency to the business in time dependent operations~~
- ~~The following are the definitions that will guide how system issues will be prioritized by Consultant and the State:~~

~~Issue Priority Definitions~~

~~Severity — Description of Service Request Severity (Priority) Code~~

~~Priority 1 — Defined as an incident that renders a production system inoperable. Users are unable to connect to or use the system to support the State’s business functions (for example, payroll cannot be processed).~~

~~Priority 2 — Defined as an intermittent outages and/or failure of the Production System, interfering with normal operation. May also be defined as a system/application that is operating but with severe restriction (for example, performance is unacceptably slow), or affects a time sensitive function.~~

~~Priority 3 — Defined as a production system/application problem affecting multiple users. The majority of the functions are still usable. Some circumvention may be required to reestablish normal service (for example some users are no longer in the approval hierarchy).~~

~~Priority 4 — Defined as a production system/application problem isolated to a few people, performing non-critical tasks and an alternative workaround exists. The majority of the functions for most users are still usable. (For example, a particular user cannot print reports.)~~

~~Priority 5 — Defined as informational only or scheduled system downtime for maintenance. No users are adversely impacted.~~

	<p>The priority of a defect does not necessarily determine how soon an issue will be resolved; it merely indicates the urgency and order in which the issues will be undertaken for resolution. The resolution time will depend on several factors including the complexity of the problem, dependency on users input, ease of replication in test environment, etc. Resolution of issues may require the software or hardware vendor to provide patches or replacement parts, and therefore may not be within the control of Contractor. However, it will be the responsibility of Contractor during the support period, to coordinate the resolution of SAP System issues. If there are priority one, two or three issues open without resolution at the end of the designated product stabilization period (other than those that are errors/bugs in the SAP or third party software which are covered in separate agreements), those would continue to be supported by Contractor beyond the designated support period until a resolution acceptable to the State is found.</p> <p>SAP System Final Acceptance After Project phase acceptance of all phases of the SAP System has occurred, the SAP system is considered finally accepted, and State shall notify Contractor in writing of the final acceptance.</p>	
Exhibit 5- 14. Insurance 14.1 General Liability	14.2 General Liability. Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than two million dollars (\$2,000,000) per occurrence/ three million (\$3,000,000) dollars general aggregate.	Reduced aggregate to \$3M to match the State standard we agreed to with the State of Hawaii Department of Transportation HWY FMS RFP 2020.
Exhibit 5- 14. Insurance 14.3 Business Automobile Liability	14.3 Business Automobile Liability. Comprehensive Business Automobile Liability (owned, hired , or non-owned vehicles) covering the risks of bodily injury (including death) and property damage, including coverage for contractual liability, with a limit of not less than one million dollars (\$1,000,000) per occurrence.	LSI's on site consultants hiring vehicles are responsible to maintain their own rental's insurance.
Exhibit 5- 14. Insurance 14.8 Cyber Security Insurance	14.8 Cyber-Security Insurance. Cyber-security insurance, with coverage of not less than \$2 million per occurrence/\$4 million general aggregate,	Reduced per occurrence to \$2M from \$6M and general aggregate to \$4M from \$12M to match the State standard we agreed to with the State of Hawaii DOT HWY FMS RFP 2020.
Exhibit 5- 14. Insurance 14.11a-Additional	(a) Additional Insured. The State of Hawaii is added as an additional insured as with respect to operations performed for the State of Hawaii; and	Please strike clause. While the State will already be named as the insured, creating a separate call out to "additional insured" increase the premium. This

Insured		adjustment to premium is not included in the project proposed pricing. LSI reserves the right to adjust final pricing if this clause is not struck from requirements.
Exhibit 5-15.1 Business Continuity Plan	<p>15. Force Majeure and Business Contingency Plan; Data Backup and Recovery.</p> <p>15.1 Business Contingency Plan. Immediately upon the occurrence of a disaster (as such term may be defined in the Business Contingency Plan, which includes a disaster recovery plan ("Disaster Recovery Plan"), (developed from the requirements related to "DR" in "Appendix C, Technical Requirements" and "Appendix E, Ongoing Services Requirements") (the "Business Contingency Plan") or other event covered by the Business Contingency Plan, Contractor shall implement the appropriate portions of its Business Contingency Plan and take whatever additional steps are necessary or appropriate to limit any period of time in which the performance or provision of the Services, Deliverables, and/or the EFS is suspended or diminished. Following any such disaster, Contractor shall reinstate the Services, the Deliverables, and the EFS in accordance with the applicable time frames set forth in the Business Contingency Plan.</p>	LSI utilizes its standard Business Contingency Plan that is customized and approved by the State.
Exhibit 5-15.2 Force Majeure	<p>15.2 Force Majeure. Subject to the terms of Section 15.1 and the State's right to terminate the Contract for cause, if and to the extent a Party's performance of any of its obligations pursuant to the Contract is prevented, hindered or delayed by fire, flood, earthquake, elements of nature or acts of God, acts of war, terrorism, riots, civil disorders, rebellions or revolutions, or any other similar cause beyond the reasonable control of such Party, excluding events provided for in the Business Contingency Plan...</p>	This is a term modification only to remain consistent.
Exhibit 5-15.3 Contractor Obligations	<p>15.3 Contractor Obligations. The occurrence of a Force Majeure Event does not excuse, limit or otherwise affect Contractor's obligation to provide either normal recovery procedures or services required under the Business Continuity Plan only to the extent execution of the Business Contingency Plan is itself prevented by the Force Majeure Event.</p>	This is a term modification only to remain consistent.
Exhibit 5-15.6 Business Continuity Plan for the State.	<p>15.6 Business Contingency Plan for the State. Contractor shall assist the State in developing and implementing a disaster recovery and business contingency plan for the State (which is referred to as "IT service continuity and DR strategies, policies and procedures" in accordance with "Appendix C, Technical Requirements" and "Appendix E, Ongoing Services Requirements").</p>	This is a term modification only to remain consistent. LSI utilizes its standard Business Contingency Plan that is customized and approved by the State.
Exhibit 5-17.2	<p>17.2 Except for emergencies, Contractor must notify State 60 calendar</p>	LSI takes exception to not being allowed flexibility

Changes Initiated by Contractor.	days prior when feasible to non-remedial changes to the EFS Services or EFS System.	outside of the 60 day window and has added this verbiage to create this flexibility that is matched to the term used in 17.1.
Appendix F – Service Level Agreement Requirements	Strike and Replace with attachment <i>LSI Consulting_ SLA-Support Policy_Sample _RFP-ERP-2020.pdf</i> .	LSI has completed Appendix F as required. It is noted that the sample provided includes the complete standard SLA that LSI is prepared to offer the State, superseded State requests as enumerated in Appendix F.
Schedule 1 to Exhibit 5_Letter of Credit	Request to Strike requirement.	Please strike. LSI takes exception to this requirement of providing a Letter of Credit and to provide within 10 days of the effect date of the Contract. Due to the variable nature of this process, with LSI never having to provide a guaranty for past contracts in its 22 years, LSI requests this requirement be struck. Pricing included does not include the premium necessary for a Letter of Credit. If this letter is required to award, LSI reserves the right to amend final pricing to allow for this cost.
Schedule 2 to Exhibit 5_Guaranty	Request to Strike requirement.	Please strike. LSI takes exception to this requirement of providing a Guaranty and to provide within 10 days of the effect date of the Contract. Due to the variable nature of this process, with LSI never having to provide a guaranty for past contracts in its 22 years, LSI requests this requirement be struck. Pricing included does not include the premium necessary for a Letter of Credit. If this letter is required to award, LSI reserves the right to amend final pricing to allow for this cost.
Schedule 4 to Exhibit 5_Software Escrow	Request to Strike requirement.	As a cloud hosted product, changes by LSI to any source code becomes the property of SAP. System copies can be made available to the State upon request. An escrow agreement or account setup for source materials is not needed and only adds costs to the project budget. Pricing proposed does not take into account the need for third party escrow agreement or account to be established. If this escrow agreement and account are further required, pricing will need to be adjusted. LSI reserves the right to amend final

		pricing to allow for this cost.
ADD-Exhibit 5 - 1.66.2.Payment and Invoice Schedule for Services	Payment and Invoice Schedule for Implementations Services is detailed in the Work Plan pursuant to Sections 1.101 and 13.2 and following the final Milestone Payment Schedule in the final Contractor Response and final SOW.	Clarification. Final SOW, Contract and Work Plan will house the final mutually agreed upon payment and invoicing schedule, subject to deliverable acceptance by the State.
ADD-Exhibit 5 - 1.66.3. Payment and Invoice Schedule for Software	Payment and Invoice Schedule for Software & Hosting Services is detailed in the final Work Plan pursuant to Sections 1.101 and 13.2 and final SOW. Contractor will bill the State monthly in arrears beginning at the end of the month 1 of the effective date of the final signed contract with a payment term of Net 30 calendar days.	Clarification. If see Sample Order Form for invoicing terms. The Sample Order form is only a sample. Please ask for detailed actual upon BAFO or down selection. LSI understands that the State is not allowed to make prepaid solution payments. LSI must bill for software from Day 1 in order to access system for implementation and configuration so we have adjusted our terms to accommodate billing monthly in arrears.
ADD- 13.4 Limitations of Liquidated Damages.	Liquidated Damages shall be assessed in the amount of a half of a percent (0.5%) of the Charges for the Go-Live for each Wave of the Production System Deliverable per calendar day of delay from the date in the mutually agreed upon Work Plan and Implementation Schedule for Go-Live, subject to the maximum of five percent (5%) of the initial contract price of the project or optional/additional contractual component for each day of delay as liquidated damages.	As we cannot take exception to Liquidated Damages in Exhibit 5 and no other reference of its details exist in the released RFP documents, LSI has added this language in to cover our acceptable terms in reference to liquidated damages.

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RFP-ERP-2020

EXECUTIVE SUMMARY

Based on LSI's unique Prime Contractor capabilities, our experience in the Public Sector (State and Local Government), Transportation, and our knowledge of Hawaiian laws and regulations and having recently been awarded the latest US State Back-Office Operations (ERP-Finance-Procurement-HR/HCM/DOT-FHWA) Modernization (State of Nevada) as well as a recent award for the State of Hawaii Department of Transportation Highways Division (DOTH) for Software and Implementation Services for an Enterprise Resource Planning (ERP) Software System, LSI has proposed a complete Enterprise SAP Solution for The State of Hawaii Department of Accounting and General Services, Office of Enterprise Technology Services Request for Proposal for An Enterprise Financial System (EFS).

Next Generation Enterprise Financial System Utilizing SAP Technology Overview & Solution Fit

Together – LSI and SAP have partnered to deliver combined Software-as-a-Service (SaaS) Model, providing the State with the key value attributes of a SaaS Model.

- Annual Subscription based pricing for the proposed solution with pricing locked in annually for a period of 4 years from project start date, with the option to lock in price certainty for 15 years.
- Provided Annual Update/Upgrade versions of the proposed solution for the State to determine and accommodate the implementation/deployment of such ongoing Annual Updates/Upgrades.

A key LSI differentiator is that our LSI/SAP SaaS Model will allow the State to have flexibility and control (outside of critical security or performance updates/patches) – of the timing and amount of new CORE ERP, Financial & Procurement updates/upgrade features & functionality configuration/testing and deployment. This means that State can focus on accelerated adoption and efficient utilization of the core features that are most relevant to your business, and not a continue array of new features that have no usability in your landscape (which are pushed in Competitor SaaS offerings).

- This flexibility is not typically available in a standard multi-tenant SaaS Model, whereby the Client must take the Suppliers delivered Updates/Upgrades on the Supplier's schedule, as all of the Supplier's clients are on the same solution code base.
- LSI will be responsible for and ensure the tight integration and operation of the Financial and Procurement components in this model throughout any future released solution Updates/Upgrades.

LSI and SAP are proposing the utilization of the SAP S4/HANA state-of-the-art, next generation ERP & Finance Platform. This Solution Platform is built on SAP's Real-Time, In-Memory HANA Data Processing Platform, offering superior performance, scalability, innovation and functionality over traditional ERP offerings and allows clients to scale and deliver real time data driven insights to the end users quickly and flawlessly.

To complement the SAP S4/HANA CORE ERP & Finance Platform, LSI & SAP have included the following "best-of-breed"/"best-in-class", industry leading fully integrated SAP Solutions:

Positioned Products from LSI & SAP Team for State of Hawaii:

State Business Processes	Proposed Public Sector Integration S4 HANA Application Suite
Budget	SAP S4/HANA SBP (SAP Budgeting and Planning for Public Sector)
General Ledger	SAP S4/HANA Financial Operations – General Ledger
Accounts Payable	SAP S4/HANA Financial Operations – Accounts Payable
Accounts Receivable	SAP S4/HANA Financial Operations – Accounts Receivable
Lease Management	SAP Cloud for Real Estate
Cash Management	SAP S4/HANA Financial Operations – Banking/Cash Management
Fixed Assets	SAP S4/HANA Financial Operations – Fixed Assets
Procurement/Vendor Portal	SAP S4 HANA Procurement Operations – Purchasing SAP Ariba Supplier Lifecycle and Performance Management Application Suite
Project/Grant	SAP S4/HANA Financial Operations– Project Systems/Grants Management
Fixed Assets	SAP S4/HANA Financial Operations – Fixed Assets
Investments	SAP S4/HANA Financial Operations – Treasury/Debt Management
Travel Reimbursements	SAP Concur
Information and Technology	SAP S4/HANA Core ERP Application Suite
Integration Platform	SAP Cloud Platform Integration
SSO	SAP Single Sign On
Reporting	SAP Analytics Cloud/Embedded Reporting

The Proposed Products, making up the Proposed SAP EFS Solution, include a Greater than **99% functional, technical and business alignment to the State of Hawaii's Functional, Technical and Business Requirements** within the RFP.

Our team has mapped your Goals & Objectives in Section 1.1.1. – to our Proposed SAP_EFS SOLUTION, and have confirmed we will absolutely meet/exceed each one. Specifically:

1.1.1.1 Functionality in the EFS that delivers the greatest business benefit to the State.

- ✓ The Proposed SAP_EFS SOLUTION is in its 5th Generation and is specifically designed, built and focused on US Public Sector Organizations. There is not a more complete or functionally deep Solution on the market today with the embedded experience and capabilities than what the SAP_EFS SOLUTION will provide to the State.

1.1.1.2 Improved financial processes, timeliness, consistency, and accuracy of financial transactions and reporting. Reduction in dependency of paper.

- ✓ The Proposed SAP_EFS SOLUTION which is fully integrated between ERP/FINANCE/BUDGETING/PROCUREMENT– will deliver Enterprise Automation via Workflow, Business Rules, Artificial Intelligence and Machine

Learning capabilities – all while providing a Regulatory and Statutory framework for the State of Hawaii's, Day-to-Day Operations.

1.1.1.3 Minimal risk to the State and the maximum business benefit to the State.

- ✓ The Proposed SAP_EFS SOLUTION is in its 5th Generation from being originally released in 1997. In fact there are SAP Clients successfully using this Solution today for their ERP/FINANCE/BUDGETING & PROCUREMENT Operational requirements, which deployed back in the 1997-2000 timeframe.
- ✓ The Proposed SAP_EFS SOLUTION will utilize configuration and personalization to materially reduce traditional customizations – of the delivered leading “Best-in-Class”/ “Best-of-Breed” functionality
- ✓ **1.1.1.4** Improved transparency in government accounting. The Proposed SAP_EFS SOLUTION comes with a complete and state-of-the art Reporting and Analytics Solution Suite as well as a complete Enterprise Audit Trail Engine for maximum transparency and visibility within the Governmental Accounting Business Process.
- ✓ **1.1.1.5** Enables consistent adoption and application of policies and procedures across State departments. The Proposed SAP_EFS SOLUTION's WEB 2.0/Consumer Grade User Experience, coupled with the embedded Workflow, Rules, Automation and Security Engines will deliver a consistent Experience to ensure consistent adoption and application of policies & procedures across the State of Hawaii Departments & Agencies

1.1.1.6 Increased efficiency to improve State services to its employees and for the citizens, residents, and business in the State.

- ✓ The Proposed SAP_EFS SOLUTION will deliver a very high degree of efficiency for the State – based on complete, included Public Sector Functionality, the use of configuration and personalization over customizations, and a significant amount of decision support, transparency and visibility capabilities.
- ✓ These capabilities will allow the State to maximize existing State Personnel, Budgets and Resources in the most efficient manner possible to deliver positive outcomes for the citizens of Hawaii.

1.1.1.7 An EFS that reduces disruption to the State employees and State business processes, and impact to the State by minimizing complexity in implementation, operation, and support.

- ✓ The Proposed SAP_EFS SOLUTION – via its 5th Generation of embedded Best-Practice US Public Sector Functionality, coupled with the approach of Configuration and Personalization (over Customizations) will deliver for the State a highly sustainable, secure and operationally impactful Next-Generation Financial Management System, which will materially eliminate any disruptions to Hawaii- State Government Operations.

1.1.1.8 Training of State staff to configure and operate the EFS with minimal support from consultants and provides for ongoing training and knowledge transfer regarding operating the system.

- ✓ Based on the included SAP_Training & Enablement CLOUD Suite, this is the exact approach and goals both LSI and SAP intend to deliver to meet this expectation by the State of Hawaii.

OUR PROPOSED – SAP- NEXT GENERATION EFS SOLUTION FOR THE STATE OF HAWAII

LEGEND	
Proposed SAP SOLUTION Component →	SAP S4/HANA - ERP CLOUD SUITE
SaaS Licensing Available / Implementation PHASE →	CORE PHASE / CORE PHASE
• Business Processes/Platform Function(s) Covered →	• Foundational BASE Platform



SAP S4/HANA - ERP CLOUD SUITE

CORE PHASE / CORE PHASE

- Foundational BASE Platform
- Foundational Real-Time/In-Memory Data Processing Platform

SAP S4/HANA Financial Operations CLOUD SUITE

CORE PHASE / CORE PHASE

- General Ledger • Encumbrances • Accounts Payable
- Accounts Receivable • Cash Management • Purchasing(Financial Integration)

CORE PHASE / EXPANSION PHASE

- Grant Management • Projects

CORE PHASE / OPTIONAL PHASE

- Investments • Asset Inventory

SAP Training & Enablement CLOUD Suite

CORE PHASE / CORE PHASE

- State of HI CORE Project Team / State of HI Next-Gen FMS User Training & Enablement Tools

SAP Public Sector Budget Planning & Management Cloud Suite

EXPANSION PHASE / EXPANSION PHASE

- Appropriations • Budget

SAP Integration Cloud Suite

CORE PHASE / CORE PHASE

- Enterprise Integration Tools & Applications

SAP Ariba – Procurement Cloud Suite

CORE PHASE / CORE PHASE

- Purchasing(State Vendor Portal{Self Service})

SAP Concur Employee Expense Management Cloud Suite

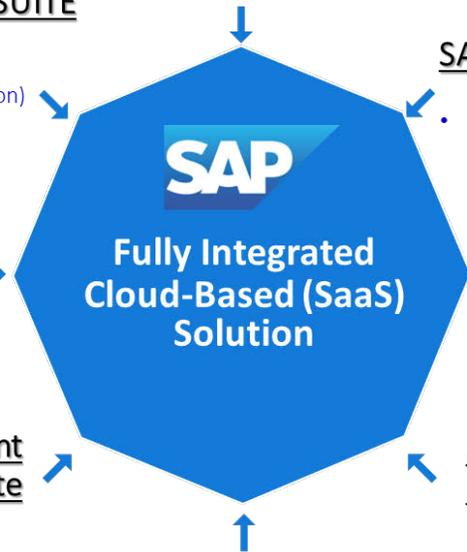
EXPANSION PHASE / EXPANSION PHASE

- Employee Travel & Expense

SAP Enterprise Reporting & Analytics Cloud Suite

CORE PHASE / CORE PHASE

- Enterprise Data Warehouse
- Enterprise Reporting Platform
- Enterprise Advanced, Predictive & Planning Analytics Platform



Proposed SAP SOLUTION - High Level Overview Diagram

Solution Implementation Approaches and Recommendations Offered by LSI

LSI's implementation for this project will follow the State's preferred multi-phase deployment approach, which encompasses Core, Expansion, and Optional phases; however, we will couple it with the best of a Single Phase deployment approach. This means that we will reduce overall program implementation risk and balance the sequencing of functions in each phase, while focusing on the validation of requirements with subject matter experts, knowledge transfer, integration, and interface effort planning throughout the duration of the project. This planned implementation approach will provide an accurate and fully validated solution with the required user training.

As an option for the State, our approach aligns the Next-Generation EFS project with the State's current eProcurement RFP and subsequent implementation. One of the hallmarks of a successful implementation is the ability of a team to keep open lines of communication to help the team work efficiently and effectively. By aligning the eProcurement implementation with the EFS Project implementation, we can leverage the knowledge on both the Procurement team and the EFS Project team to potentially build many of the integration points and process updates in tandem.

LSI is prepared to work with the State on either of these two approaches.

Key Value Differentiators for Long-Term Strategic Partnership with the State

The following are key advantages of using team LSI on this State of Hawaii – Next Generation EFS Project:

- Strong executive support; Executives are directly involved in consulting;
- Our unique experience: the combination of extensive US Public Sector State experience as well as successful engagements with the best in class SAP S/4 HANA Finance, Procurement, Budgeting, Analytics, and Enterprise Data Warehousing technology in the Cloud.
- Strong Project Governance;
- Our direct access to key SAP S/4 HANA Product Owners and SAP Public Sector & State Agency Business Unit Solution Leadership within SAP globally.
- All US based key resources with excellent tenure, references, and experience hand selected for this project including local presence of consultants dedicated to supporting the successful implementation.

Whichever implementation approach works best for the State, our proposed SAP based Technology SOLUTION is a Tier-1 type Solution entering its 5th generation – where US Public Sector Clients who originally deployed this Solution in 1997- are still successfully operating this SOLUTION today- based on SAP's ability to provide complementary, incremental enhancements /improvements. This unique and differentiated capability allows new and existing SAP Clients using this Enterprise ERP Solution the ability to extend and leverage their existing investments over a significantly long SOLUTION Lifecycle.

Key Value Attributes and Benefits of Partnering with LSI

LSI has been ***focusing strategically on SAP Public Sector Implementation Services and Solutions*** over the last 23 years, starting with the first US Public Sector implementation at the Massachusetts Institute of Technology (“MIT”) and the first US Local Government implementation at the City of Phoenix. All of our customers are referenceable. LSI currently supports over 50 SAP ERP Public Sector, Transportation, Higher Education, Utility, and Healthcare clients in various stages of their journey to the next generation of SAP software. ***We have completed the largest number of S/4 projects across North American Public Sector.*** As an Official Gold Partner of SAP for Implementation and Development Services as well as an Official Value-Added Reseller of SAP Software, LSI’s focus is dedicated to SAP Public Sector Finance, Human Resources, Procurement, Analytics, HANA Data Warehousing Technologies, and Public-Sector Budgeting. Our Company has grown dramatically over the last 23 years, attaining and retaining full-time top talent of expert SAP Public-Sector consultants, technical solution architects, cloud architects, developers, and project managers with an average tenure at LSI of over 10 years.

LSI has offices all over the continental United States. While we do business both domestically and internationally, we maintain offices in Waltham, MA (HQ), Raleigh, NC, San Diego, CA and Carson City, NV. Most of the consultants assigned to this project will be local to our West Coast offices as well as locally in Hawaii within 2 miles from the Hawaii State Capitol building that meets the requirements set forth in Appendix E. LSI has approximately 295 full-time employees as of January 1, 2021 and additional access to over 300 seasoned and SAP-certified consultants who work on LSI projects on an on-going basis. As part of our response, we have outlined your dedicated implementation services team who has first-hand experience with SAP S/4 HANA projects of similar scope and size in US Public Sector, and who are available immediately upon selection to successfully execute the State SAP S/4 HANA Project.

We are engaging the best of the best to meet the challenge and exceed the State’s expectations. Our approach to staffing is simple:

- Bring the best that LSI has to offer to meet the scope, timeline, and desired results;
- Engage external domain expertise to boost an already seasoned team;
- Put forth a dynamic staffing strategy that will have the ability to “ramp-up” or “ramp- down” as it makes sense, to foster knowledge transfer, save spend and concentrate on areas that need focus
- We have proven our staffing & project planning works well in large scale Enterprise project like at the State of NV:

The SMART 21 Enterprise Resources Planning (ERP) project executed by the Nevada Office of Project Management (OPM) announced project Kick-off on September 4, 2019. The SMART 21 ERP Solution contract was awarded to LSI Consulting and approved at the August 9th BOE meeting. LSI Consulting has been specializing in public sector ERP solutions since 1998 and is providing robust ERP cloud services to the State of Nevada powered by SAP..

This state-of-the-art system is a benchmark for other State ERP implementations.



“It is my sincere honor to announce the Kick-Off of the SMART 21 ERP Project and welcome our partners LSI Consulting and SAP to the State of Nevada Office of Project Management team. LSI Consulting will provide cloud-based ERP services to the State of Nevada to greatly improve our human resources and financial management services.” Through this partnership, LSI Consulting and SAP will provide:

- Advisory services to ensure alignment with State of Nevada strategic priorities
- Implementation services to fully realize the benefits and value of the SMART 21 ERP Solution
- Migrations and conversion services tailored to meet State of Nevada data demands
- Application management services that integrate new practices and service functionality

The Office of Project Management is committed to delivering the SMART 21 ERP project on-time, within budget and fully capable of meeting the State’s needs”

-Paul Nicks

Director, Nevada Office of Project Management

As part of the project we will be conducting a business process review which leads to Business Process Reengineering (BPR). BPR is the act of recreating a core business process with the goal of improving product output, quality, or reducing costs. Typically, it involves the analysis of company workflows, finding processes that are sub-par or inefficient, and figuring out ways to get rid of them or change them. Along with the BPR, we would need to define a *Key Performance Indicator (KPI)*. KPI is a measurable value that demonstrates how effectively a company is achieving key business objectives. A KPI is a quantifiable measure used to evaluate the success of an organization, employee, etc., in meeting objectives for *performance*. These KPI’s are what you used to measure the Return on Investment (ROI) on an ERP project. These metrics are what you used to offset the cost of an ERP project.

Our highest priority is for the State to achieve the fastest time to value at near to zero total cost of ownership. This is achieved by moving this solution to production as quickly as possible. A timely and on-budget is key success metric for an ERP project. Every project day matters for all our clients and

our simplicity strategy win -be feature-complete, not feature-rich. What matters most is the defining characteristic of a simple product is not the abundance of features but rather the relevance of those features to its users.

We encourage the State to read our proposal and consider our total solution with balanced risk/value in mind. LSI brings the best risk/value proposition to the State to implement the best in class ERP Cloud solution - SAP S/4 HANA.

We strongly feel it is Team LSI for the following reasons:

- ***Our solution.*** Major organizations choose LSI with S/4 HANA because it provides robust functionality and have a stable, secure, and cost-effective option in today's changing marketplace for Public Sector organizations.
- ***Our approach.*** We are bringing the lowest risk approach for State. Our proposal is based on relevant, actual experience, and it is loaded with risk reducers specifically designed for organizations like yours. We are confident that the State will find our implementation approach creative, value-focused, and specifically tailored to address the State's business issues.
- ***Our team.*** As outlined above, LSI will bring core resources from other successful SAP projects directly to State to make sure that the State benefits from that same strong base of experience. This team has a proven track record with on-budget and on-schedule implementations. Most importantly, they achieve customer-responsive business results.

We plan to make this project a success by combining our deep experience and our technical expertise in building, deploying, and supporting the State of Hawaii Department Of Accounting And General Services, Office Of Enterprise Technology Services RFP for an Enterprise Financial Solution.

By selecting LSI for this initiative and completing the project, the State will have a fully integrated solution, fully updated to the latest release, fully supported in the cloud. We want to help you turn your expectations for this critical project into successful accomplishments, and we look forward to working together with the State for this success.

SAP & LSI's Partnership and Partner Managed Cloud Package

Based on proven, recent experience with other SAP Public Sector Clients who had similar transformational projects, LSI has taken a very creative, partnering and proactive approach to our RFP Response for State. To read more regarding LSI Partner Managed Cloud Model. Please see attached ***LSI_Partner Managed Cloud White Paper_RFP-ERP-2020.pdf***.

As you see in this Executive Summary, LSI has taken the approach (based on experience and feedback from our US SAP Public Sector Clients) that implementing SAP S4/HANA is best accomplished, from a Client satisfaction and success perspective, by following these principles:

- Without driving and delivering compelling and usable on-demand, self-service Reporting & Analytics capabilities (beyond the standard pre-packaged ERP Operational Reporting) – usually leads to end user frustration. LSI has positioned the full suite of Analytics solutions to mitigate this risk of lack of user adoption and increase in user satisfaction post Go-Live.
- Having deep and proven US Public Sector experience, knowledge and expertise is a value add to mitigate risk as well as get the most value out of moving to SAP's S4/HANA. We have seen Private Sector Consulting & Systems Integration firms try to do projects of this nature in the Public Sector, with very problematic results – mainly based on the lack of knowledge around

Public Sector best practices, processes, regulations, structures, workflows and how the SAP S4/HANA Solution works best for this Market Segment. LSI is the de-facto SAP Public Sector implementation partner, reseller, and fully managed services provider who specifically understands the political nature of public government organizations and can navigate solution, deployment, OCM, and training hurdles along the way. This can be proven by our client references, and on-time, and on-budget projects.

SAP & LSI's Proven Solution Offering for the State of Hawaii

☑ **Proven and Tested.** SMART 21 Project at State of Nevada selected LSI Consulting to replace its CGI ERP with state-of-the-art SAP S/4 HANA integrated Cloud ERP. LSI proudly serves many large government organizations to help them modernize using SAP solutions to improve lives of citizens and employees. SMART 21 includes DOT FHWA as part of its implementation. The LSI award at the State of HI DOT project will allow us to utilize the power of collaboration and knowledge across both organization (State of HI and DOT) to benefit the implementation immensely. In addition, the dedicated resources on each project have worked together in the past, and will foster partnership and best practice sharing.

☑ **Our Solution.** 77% of world's transaction revenue touches an SAP system. SAP has been in the business of enterprise software applications the longest and continues to be on the top of the list of ERP providers after decades of innovation. SAP offers a unique combination of best of breed line of business applications and a robust heavy duty core ERP platform for large organizations to meet complex requirements, offer modern user experience, and leverage the scale of cloud computing.

☑ **Real-Time Reporting.** SAP software applications leverage a proprietary in-memory database which allows users to run reports and get access to data in real time. This in-memory technology lets users explore and analyze all transactional and analytical data in real time from virtually any data source reducing reliance on data warehouses and data lakes.

☑ **Virtual deployment ready.** LSI team has successfully pivoted to a virtual delivery model to accommodate for COVID-19 measures. LSI went Live with S/4 Cloud ERP at Penn State University in July 2020 with 6 months of virtual deployment and training to over 4000 users seamlessly. The project was completed on time and on budget. LSI deployment at State of Nevada is on target regardless of the travel restrictions currently put in place.

☑ **Industry Best Practices.** SAP Public Sector industry solutions will help the State standardize its business processes and reduce complexities at the department level. Our solution will allow for system consolidation at the different departments resulting in system landscape simplification.

☑ **Partner Managed Cloud (PMC).** LSI's unique approach of PMC will allow the State to procure all SAP solutions on a single negotiated contract. This procurement model offered State of Nevada flexibility and a significantly reduced negotiation time period. This is the same model also in play with the State of Hawaii Department of Transportation Highways Division (DOT).

☑ **Local Partnership.** LSI has partnered with the following local technology partners: eWorld Enterprise Solutions Inc. and DataHouse Consulting, Inc. who will provide personnel based locally in the Island of Oahu.

- LSI is currently working with eWorld for the State of Hawaii Department of Transportation Highways Division (DOH) for their Financial Transformation Project. eWorld Enterprise Solutions was founded in 1999 and for over 21 years has designed, developed, managed and supported technology and software solutions for government departments and agencies in the State of Hawaii.
- LSI recognizes DataHouse has been a member of this dynamic community for over 45 years. As the largest locally based IT consulting firm in Hawaii, they are genuinely vested in Hawaii and the State's goals. They have successfully implemented an ERP cloud solution with the Office of Hawaiian Affairs (OHA), leveraging the State's Uniform Chart of Accounts. They will provide experienced, local resources throughout the implementation.

☑ **NS2 Cloud.** Our solution will allow the State to Safeguard its most valued and sensitive data while maintaining compliance and security requirements with secure infrastructure. NS2 offers comprehensive SAP support on U.S.-based infrastructure that meets your specific compliance requirements. The State will receive all the benefits of SAP's industry-leading support programs, plus NS2-exclusive security enhancements for SAP Cloud solutions. For more about NS2 Cloud, please see attached. ***LSI_NS2 Datasheet_RFP-ERP-2020.pdf***

Please see the following page for LSI Summary of Value & Differentiated Offer for State of Hawaii



State of Hawaii – Department of Accounting & General Services
 Request for Proposal(RFP), ERP-2020 - An Enterprise Finance Solution
Proposed SOLUTION



LSI's Summary of Value & Differentiated Offer to the State of Hawaii

**LSI/SAP -
 TECHNOLOGY
 DIFFERENTIATORS
 (Included)**

**LSI's COMMERCIAL
 OFFERING
 DIFFERENTIATORS
 (Included)**

**LSI SERVICES / LONG-
 TERM SUPPORT
 DIFFERENTIATORS
 (Included)**

SAP_Enterprise Analytics Suite – Available (Day-1)	Full/Native Integration with the State's DOT – SAP ERP/Finance/Budget Platform	Up to a 15-Year <u>Guaranteed</u> TCO for the State of HI	LSI Fixed Fee Services Scope – facilitating Cost Certainty for the State	All Required Operational Reports Provided in BASE Scope	LSI: GOV-1 Model Organization SOLUTION Configuration (Available Day-1)
Supplied SAP_Training & Enablement Tools Package(Included)	Secure/Reliable/ Scalable – AWS Gov-Cloud IaaS Environment for the Proposed SOLUTION	One-PRIME Supplier / One-Master LSI Contract (*Similar to HI DOTH FMS Replacement Project)	Minimal State of HI RFP/ Contract Terms & Conditions - Exceptions/ Clarifications	Dedicated/Assigned LSI-State of HI Engagement Manager (Implementation & Post Go-Live)	Complete LSI_Change Management Support Package
SAP_Digital Boardroom Application (w/Multi-Monitors Setup for State of HI Finance and Budgeting organizations)	Near 100%(99.65%) Alignment to The State's FMS stated Functional, Technical and Business Process Requirements	Graduated Invoicing Plan (Years 1-4)	LSI – One of SAP's Most Tenured & Successful Strategic "Partner-Managed-Solution-Model" Organizations	Full-Support by SAP of LSI(as the PRIME Supplier) and the State of HI(End Client)	Initial- Proposed SAP SOLUTION Enablement/ Empowerment Workshops for the State FMS CORE Project Team (Included)
SAP Public Sector GASB-87 Compliance Solution Included	Utilization of the SAP 5 th Generation Statewide ERP/Finance/Budget Solution	Most Risk Adverse Provider(LSI) and Solution(SAP) available for the State for the FMS Project Initiative	On-Island Subcontractor Contributions to LSI for the State FMS Project Initiative	Annual Reviews with the State of deployed SAP_FMS SOLUTION for Continuous Optimization opportunities	Connection of the State of HI with the LSI/SAP Public Sector Client Community
Most Advanced and Functional- SAP_Enterprise Reporting, Predictive and Planning based Application Suite (Included)	Most Advanced, Functional and natively Integrated SAP_Enterprise Data Warehouse (Included)	Simplified – Proposed SAP FMS SOLUTION Annual Subscription Model	On-Island Subcontractor Knowledge Transfer to LSI for State Systems including FAMS, FAMS, BATS, CAPS, and Data Warehouse	Dedicated LSI – State of Hawaii FMS CORE Project Team	The State's ability to collaboratively schedule regular upgrades/ updates to the SAP FMS Cloud solution

LSI/SAP's TECHNOLOGY OFFERING DIFFERENTIATORS Highlights

To assist the State of Hawaii with achieving the highest level of Enterprise, Demand, Self Service, Predictive Analytics and Reporting capabilities, we have included the following:

SAP_Enterprise Analytics Suite – Available (Day-1)



ENHANCED ANALYTICS & REPORTING Functionality

As part of LSI's standard SAP_PMSM based Solution offering we have included an Enterprise Package of SAP's industry recognized leading – Intelligent Enterprise Analytics Cloud Solution Suite. This will materially extend the In-Application Reporting & Analytics capabilities (within the Proposed SOLUTION) – to leverage a machine learning, predictive Analytics & Reporting based Engine, coupled with the most advanced

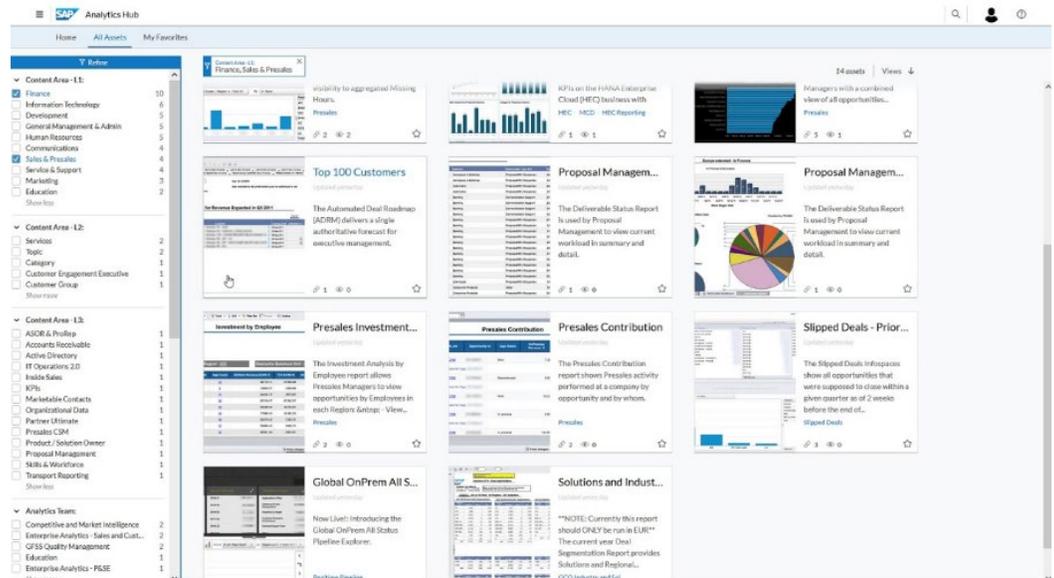
Reporting and Analytics – Visualization toolset on the market today.

- This added-value item is being provided by LSI as part of the offered SOLUTION Package to ensure The State of Hawaii has the capabilities to continually validate the value and effectiveness of its Next-Generation EFS SOLUTION Transformation Initiative.



CENTRAL REPORTING & ANALYTICS HUB (Included)

- As part of LSI's standard SAP_PMSM Solution Model, we have included an Enterprise package of SAP's industry recognized leading



– AnalyticsHUB, with initial licensing capacity for (1,600) State of Hawaii – EFS Solution Users. This Centralized Portal could be a one-stop, interactive, personalized and compelling THE STATE OF HAWAII – Enterprise Platform by which to securely serve and grant access to any Report and/or Analytics created by your organization.

SAP_Digital Boardroom Application (w/Multi-Monitors Setup for State of HI Finance and Budgeting organizations)

SAP_DIGITAL BOARDROOM APPLICATION & MULTI-MONITOR TOUCHSCREEN Displays (Included)



- Based on LSI's and SAP's experience with similar Clients endeavoring to enhance and transform their Enterprise ERP/Finance/HR/Procurement Operations & Processes... as part of LSI's offering, we have included (2) deployment of SAP's Digital Board Room, interactive Reporting and Analytics Solution (complete with (2) 70" Touch Screen Monitors & stands, ea.) .

- This Deployment will provide the State of Hawaii's Finance & Budget Team Operations

Leadership - a real-time view and real-time interaction with Critical & Key Performance Indicators related to State's EFS Solution's Business Processes.

Supplied SAP_Training & Enablement Tools Package(Included)

SAP's 24x7x365 – ON-LINE SOLUTION LEARNING UNIVERSITY

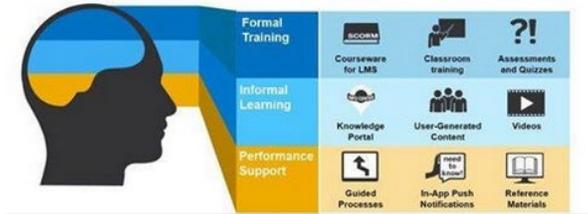
- Based on LSI's and SAP's experience with similar Clients endeavoring to enhance and transform their Enterprise ERP/FINANCE/BUDGETING & PROCUREMENT Processes - ... as part of LSI's offering, we have included a License Package of SAP's LearningHub – On-Line SAP Solution University and Knowledgebase, which would cover the State of Hawaii's CORE Project Team (25 members).
- This is being provided to enable and empower The State of Hawaii's CORE Project Team with access to all of SAP's continually updated Proposed SAP based SOLUTION On-Line Training, Certifications and Knowledge base
- Under a "Train-the-Trainer" approach – LSI believes providing access to this very valuable training and knowledgebase resource, will allow The State of Hawaii's Core Project Members the ability to get certified on the proposed SOLUTION and



The State of Hawaii's Training Leaders the ability to remain current on the evolving SAP-based Proposed SOLUTION .

SAP's – ENABLENOW – Application Training Content Creation and Management Toolset

SAP Enable Now is an end-to-end solution to collaboratively create, manage and deliver:



- Based on LSI's and SAP's experience with similar Clients endeavoring to enhance and transform their HR Processes ... as part of the LSI's offering, we have included a License Package of SAP's ENABLENOW Application Toolset.
- This Toolset will allow the the State of Hawaii's and LSI to create, manage and deploy – very rich content to State's Next-Generation EFS SOLUTION –Processes Users of the configured and deployed EFS SOLUTION.

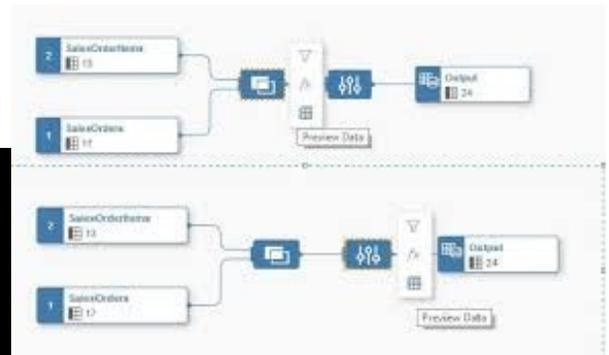
Most Advanced, Functional and natively Integrated SAP Enterprise Data Warehouse (Included)

Complete – State-of-the-Art / Enterprise Data Warehouse

As part of the overall Proposed SAP EFS Solution – we have included the SAP Data Warehouse Cloud Application to provide the State with a significant

enhancement to what is currently deployed for the FAMIS Data Mart.

SAP Data Warehouse Cloud includes an API framework that allows for the consumption of valuable insight by SAP cloud and on-premises applications, along with third-party applications. With more than 170 advanced connectors in the SAP Cloud Elements API Integration Platform, customers can map insight to modern digital use cases, like real-time customer interaction or logistics recommendation engines. The combination of a rich API environment and pre-integration with the SAP Analytics Cloud gives customers what they need to connect insight to action.



SAP Data Warehouse Cloud Key Capabilities

<p>AGILE Faster time-to-value using stable & extensible semantic business models resulting in accelerated data models</p>	<p>OPEN Optimized marketing and B2B, scripting Open API to SAP and 3P party analytics & BI/BI/ML tools</p>	<p>CONTENT Extensible templates for User-of-Business and Industry Content prebuilt for SAP & partners</p>
<p>SIMPLE Easy to access, easy to use, easy to share, managed for you</p>	<p>FLEXIBLE Flexible integration into existing cloud & on-prem systems introducing seamless virtual and unified data access</p>	<p>ELASTIC Scale spaces up & down based on demand and pay for what you use</p>
<p>SECURE Role based security, governance, encryption, auditing, and compliance</p>		

Secure/Reliable/
Scalable – AWS Gov-
Cloud IaaS Environment
for the Proposed
SOLUTION

Secure/Reliable/Scalable – AWS Gov-Cloud IaaS Environment for the Proposed SOLUTION

- Working and partnering with both SAP's Governmental Secure Cloud Solutions Operations Team (SAP_NS2) and Amazon Web Services – Gov-Cloud Secure IaaS, LSI will deliver the most Reliable, Secure, and Scalable Proposed Cloud Based (SaaS) Solution available
- Patterned after applicable FedRAMP Moderate Standards, the State of Hawaii can be assured that consumption and operation the Proposed SOLUTION will always be done with the highest, applicable security standards applied.



LSI's COMMERCIAL OFFERING DIFFERENTIATORS (Included)_ Highlights

Up to a 15-Year
Guaranteed TCO for the
State of HI

- **15-Year Guaranteed TCO**

- Using the SAP_PMSM Model – coupled with LSI's excellent organizational financial viability – we can confirm to the State of Hawaii, a guaranteed (15) Year Total Cost of Ownership for the Proposed SAP_EFS SOLUTION
- This will allow compliance with State of Hawaii Procurement regulations – in providing the STATE with an Initial (4) Year Contract, a First/Optional Renewal Contract and a Second/Optional Renewal Contract – providing guaranteed Cost Certainty for a 15 Proposed SAP_EFS SOLUTION lifecycle

Graduated Invoicing
Plan (Years 1-4)

- **Graduated Invoicing Plan (Years 1 & 2)**

- Using the SAP_PMSM Model – coupled with LSI's organizational financial viability – LSI has proposed a graduated Year-1 and Year-2 Subscription Fee model which will materially provide THE STATE OF

HAWAII:

- Risk Mitigation
- Confirmation of LSI's ability to perform

One-PRIME Supplier /
One-Master LSI Contract
(*Similar to HI DOTHS FMS
Replacement Project)

- **One-PRIME Supplier / One-Master Contract**

- Using the SAP_PMSM Model – LSI would act and perform as a PRIME Contractor/Supplier to the State of Hawaii for all of the Technology and Services required to faithfully and successfully execute this Next-Generation EFS SOLUTION project
- LSI would manage and be responsible for any/all SubContractor Contributions and Contracts, providing the STATE with a One-Prime Supplier/ One Prime Contract capability
- This would materially deliver for the STATE:
 - Single Source Responsibility and Ownership for Delivery/Execution/Deployment Support and On-Going Support& Sustaining Services
 - Highest overall Risk Mitigation
 - Optimal Supplier / Contract Management

LSI Fixed Fee Services
Scope – facilitating Cost
Certainty for the State

- **Fixed Fee Services Scope**

- LSI's Proposed Offering to the State of Hawaii is made on a confirmed Fixed-Fee Services Scope for the mutually agreed upon – Project SOW

Minimal State of HI RFP/
Contract Terms &
Conditions -
Exceptions/
Clarifications

- **Minimal THE STATE OF HAWAII RFP/Contract Terms & Conditions - Exceptions/Clarifications**

- LSI's Proposed Offering to the State of Hawaii is made with very minimal exceptions and/or clarifications to the Commercial Terms and Requirements provisions outlined in your RFP
- LSI is very close to reaching final agreement after being selected by the State's DOT Agency for a similar Next-Generation ERP/FINANCE/BUDGETING/PROCUREMENT Solution, and this would facilitate a much more direct contracting path to reach mutual agreement with the State.

LSI – One of SAP's Most
Tenured & Successful
Strategic "Partner-
Managed-Solution-
Model" Organizations

- **LSI – One of SAP's Most Tenured & Successful Strategic "Partner-Managed-Solution-Model" Organizations**

- LSI has over (20) years of successful working experience and partnership with SAP for US Public Sector Organizations
- LSI was just awarded by SAP – One of SAP's Top - PMSM Partners for 2020

Simplified – Proposed
SAP FMS SOLUTION
Annual Subscription
Model

LSI Provided – Simplified /Optimized / Proposed SAP EFS SOLUTION Annual Subscription Model for the State of Hawaii

○ As the State will validate within the submitted ERP-2020 RFP Cost Workbook, LSI is providing the State with a very direct, simplified, Annual Subscription Model for the Proposed SAP EFS Solution.

On-Island Subcontractor
Knowledge Transfer to LSI
for State Systems including
FAMIS, FAMS, BATS, CAPS,
and Data Warehouse

Incorporation of On-Island IT Resources into the overall LSI-EFS

Project Team

- As the State will validate – LSI has strived to add as much complementary, value add and compliant On-Island IT Resources as possible to our Project Team.
- These local IT Organization resources will assist in the overall design, configuration and/or testing tasks to ensure alignment to the State’s Financial and Governmental specific requirements

Most Risk Adverse
Provider(LSI) and
Solution(SAP) available
for the State for the
FMS Project Initiative

Providing the State with the best available – Risk Mitigation Profile for the EFS SOLUTION Project Initiative

- Based on LSI’s 20(+) year Experience in the US Public Sector, focused on SAP Technology based SOLUTIONS exclusively
- LSI’s Financial Viability
- SAP’s Financial Viability
- SAP’s 25(+) year focus and commitment to the US Public Sector Market
- The 20(+) Year successful relationship & partnership between LSI and SAP

LSI SERVICES DIFFERENTIATORS (Included)_Highlights

All Required
Operational Reports
Provided in BASE Scope

All Reports Provided

- LSI’s Proposed Services Offering accommodates all of the State of Hawaii’s required Reports, in our Proposed Scope of Supply (as outlined in your RFP Appendices A1, A2, B, C & G from a creation, test and deployment perspective

Dedicated/Assigned LSI-
State of HI Engagement
Manager
(Implementation & Post
Go-Live)

Dedicated/Assigned LSI-THE STATE OF HAWAII Engagement Manager (Implementation & Post Go-Live)

- LSI's Proposed Services Offering includes a dedicated and assigned "Engagement-Manager", Post Go-Live throughout the Contract
- This State of Hawaii – LSI Engagement Manager will be The State of Hawaii's main point of Contact for any/all needs, including (if necessary – any escalations) to ensure State's continued satisfaction of the SAP based Proposed EFS SOLUTION, as well as LSI's Support & Sustaining Services
- Correspondingly – SAP will have an LSI-State of Hawaii EFS Project Success Manger assigned on its end to support the needs of LSI as SAP delivers and support /sustain the Proposed EFS SOLUTION to both the State of Hawaii and LSI over the projected (15) year {min} SOLUTION Lifecycle.

LSI: GOV-1 Model
Organization SOLUTION
Configuration (Available
Day-1)

LSI: Gov-1 Model Public Sector Organization Configuration

- LSI's Proposed Services Offering includes the leverage of our GovOne Proposed SOLUTION configuration which has been developed using our experience and knowledge in working with other Clients
- This Model Public Sector configuration will give us a collective "heads-start" on working together to quantify the most optimal and applicable configuration & personalization for the Proposed SAP_EFS SOLUTION

Annual Reviews with
the State of deployed
SAP_FMS SOLUTION for
Continuous
Optimization
opportunities

Annual Reviews of deployed SOLUTION for Continuous Optimization opportunities

- LSI's included and dedicated State of Hawaii – EFS Project Initiative Engagement Manager will help facilitate Annual Reviews of the Deployed SOLUTION between the State, LSI and SAP – to collectively and collaboratively with identify opportunities for SAP_EFS SOLUTION Optimization and/or recommended Configuration enhancements.

Complete LSI_Change Management Support Package

Complete Change Management Support Package

○ LSI's Proposed Services Offering for the State's ERP-2020 Project Initiative includes a complete and compelling set of Enterprise Change Management/User Adoption Guidance Services to assist the State with achieving the highest level of User Adoption and User Satisfaction possible

Initial- Proposed SAP SOLUTION Enablement/ Empowerment Workshops for the State FMS CORE Project Team (Included)

Initial- Enablement/Empowerment Workshops for the State of Hawaii's Next-Generation EFS Project Initiative - CORE Project Team

- LSI's Proposed Services Offering includes SAP supported initial Enablement/Empowerment Workshops for the State's CORE Project Team and Key Stakeholders covering all areas of the Proposed SAP_EFS SOLUTION
- We have found this Enablement/Empowerment Workshop offering to be of great value to our Clients in providing initial context and awareness of the Proposed SAP SOLUTION, which directly translates to our Clients ability to make informed, Proposed SAP SOLUTION configuration and personalization decisions faster.

Full-Support by SAP of LSI(as the PRIME Supplier) and the State of HI(End Client)

Dedicated and Committed Support from SAP

○ Based on SAP's relationship and experience with LSI, coupled with their commitment for the State of Hawaii's success on this Next-Generation EFS Project Initiative – there will be no “daylight” between LSI and SAP in providing the overall best level of Client Support, Commitment for Success, and Information Sharing.

The State's ability to collaboratively schedule regular upgrades/ updates to the SAP FMS Cloud solution

State of Hawaii – Consumption and Scheduling of On-Going, Proposed SAP EFS SOLUTION Enhancements, Upgrades, Updates and Patches

○ Given the unique and flexible SAP SOLUTION Model we are proposing for the State of Hawaii's EFS Project Initiative – LSI will work collaboratively to schedule, test, implement, deploy any new SAP EFS Solution Enhancements, Upgrades, Updates and Patches – to minimize (to the extent possible) disruptions in State Financial

Operations, State EFS User Experience and Usability, SAP_EFS Reliability and Performance.

Dedicated LSI – State of
Hawaii FMS CORE
Project Team

Dedicated – LSI CORE Project Team

- LSI's Proposed Services Offering & associated Execution & Support Model will be staffed by a dedicated CORE LSI Team, which the State of Hawaii will get to interview and confirm acceptance on each team member – before the Kick-Off of PHASE-1 (CORE Requirements)

We would welcome the opportunity to bring our designated project team out to Hawaii and present to the State our approach, methodology and people you will be working with.

We look forward to introducing our team and to discussing what makes our solution and approach unique, how it will greatly benefit the State, and why it is the best risk/value proposition for the State.

Thank you for the opportunity to continue serving the State of Hawaii

EXECUTIVE SUMMARY

Based on LSI's unique Prime Contractor capabilities, our experience in the Public Sector (State and Local Government), Transportation, and our knowledge of Hawaiian laws and regulations and having recently been awarded the latest US State Back-Office Operations (ERP-Finance-Procurement-HR/HCM/DOT-FHWA) Modernization (State of Nevada) as well as a recent award for the State of Hawaii Department of Transportation Highways Division (DOTH) for Software and Implementation Services for an Enterprise Resource Planning (ERP) Software System, LSI has proposed a complete Enterprise SAP Solution for The State of Hawaii Department of Accounting and General Services, Office of Enterprise Technology Services Request for Proposal for An Enterprise Financial System (EFS).

Next Generation Enterprise Financial System Utilizing SAP Technology Overview & Solution Fit

Together – LSI and SAP have partnered to deliver combined Software-as-a-Service (SaaS) Model, providing the State with the key value attributes of a SaaS Model.

- Annual Subscription based pricing for the proposed solution with pricing locked in annually for a period of 4 years from project start date, with the option to lock in price certainty for 15 years.
- Provided Annual Update/Upgrade versions of the proposed solution for the State to determine and accommodate the implementation/deployment of such ongoing Annual Updates/Upgrades.

A key LSI differentiator is that our LSI/SAP SaaS Model will allow the State to have flexibility and control (outside of critical security or performance updates/patches) – of the timing and amount of new CORE ERP, Financial & Procurement updates/upgrade features & functionality configuration/testing and deployment. This means that State can focus on accelerated adoption and efficient utilization of the core features that are most relevant to your business, and not a continue array of new features that have no usability in your landscape (which are pushed in Competitor SaaS offerings).

- This flexibility is not typically available in a standard multi-tenant SaaS Model, whereby the Client must take the Suppliers delivered Updates/Upgrades on the Supplier's schedule, as all of the Supplier's clients are on the same solution code base.
- LSI will be responsible for and ensure the tight integration and operation of the Financial and Procurement components in this model throughout any future released solution Updates/Upgrades.

LSI and SAP are proposing the utilization of the SAP S4/HANA state-of-the-art, next generation ERP & Finance Platform. This Solution Platform is built on SAP's Real-Time, In-Memory HANA Data Processing Platform, offering superior performance, scalability, innovation and functionality over traditional ERP offerings and allows clients to scale and deliver real time data driven insights to the end users quickly and flawlessly.

To complement the SAP S4/HANA CORE ERP & Finance Platform, LSI & SAP have included the following "best-of-breed"/"best-in-class", industry leading fully integrated SAP Solutions:

Positioned Products from LSI & SAP Team for State of Hawaii:

State Business Processes	Proposed Public Sector Integration S4 HANA Application Suite
Budget	SAP S4/HANA SBP (SAP Budgeting and Planning for Public Sector)
General Ledger	SAP S4/HANA Financial Operations – General Ledger
Accounts Payable	SAP S4/HANA Financial Operations – Accounts Payable
Accounts Receivable	SAP S4/HANA Financial Operations – Accounts Receivable
Lease Management	SAP Cloud for Real Estate
Cash Management	SAP S4/HANA Financial Operations – Banking/Cash Management
Fixed Assets	SAP S4/HANA Financial Operations – Fixed Assets
Procurement/Vendor Portal	SAP S4 HANA Procurement Operations – Purchasing SAP Ariba Supplier Lifecycle and Performance Management Application Suite
Project/Grant	SAP S4/HANA Financial Operations– Project Systems/Grants Management
Fixed Assets	SAP S4/HANA Financial Operations – Fixed Assets
Investments	SAP S4/HANA Financial Operations – Treasury/Debt Management
Travel Reimbursements	SAP Concur
Information and Technology	SAP S4/HANA Core ERP Application Suite
Integration Platform	SAP Cloud Platform Integration
SSO	SAP Single Sign On
Reporting	SAP Analytics Cloud/Embedded Reporting

The Proposed Products, making up the Proposed SAP EFS Solution, include a Greater than **99% functional, technical and business alignment to the State of Hawaii’s Functional, Technical and Business Requirements** within the RFP.

Our team has mapped your Goals & Objectives in Section 1.1.1. – to our Proposed SAP_EFS SOLUTION, and have confirmed we will absolutely meet/exceed each one. Specifically:

1.1.1.1 Functionality in the EFS that delivers the greatest business benefit to the State.

- ✓ The Proposed SAP_EFS SOLUTION is in its 5th Generation and is specifically designed, built and focused on US Public Sector Organizations. There is not a more complete or functionally deep Solution on the market today with the embedded experience and capabilities than what the SAP_EFS SOLUTION will provide to the State.

1.1.1.2 Improved financial processes, timeliness, consistency, and accuracy of financial transactions and reporting. Reduction in dependency of paper.

- ✓ The Proposed SAP_EFS SOLUTION which is fully integrated between ERP/FINANCE/BUDGETING/PROCUREMENT– will deliver Enterprise Automation via Workflow, Business Rules, Artificial Intelligence and Machine

Learning capabilities – all while providing a Regulatory and Statutory framework for the State of Hawaii's, Day-to-Day Operations.

1.1.1.3 Minimal risk to the State and the maximum business benefit to the State.

- ✓ The Proposed SAP_EFS SOLUTION is in its 5th Generation from being originally released in 1997. In fact there are SAP Clients successfully using this Solution today for their ERP/FINANCE/BUDGETING & PROCUREMENT Operational requirements, which deployed back in the 1997-2000 timeframe.
- ✓ The Proposed SAP_EFS SOLUTION will utilize configuration and personalization to materially reduce traditional customizations – of the delivered leading “Best-in-Class”/ “Best-of-Breed” functionality
- ✓ **1.1.1.4** Improved transparency in government accounting. The Proposed SAP_EFS SOLUTION comes with a complete and state-of-the art Reporting and Analytics Solution Suite as well as a complete Enterprise Audit Trail Engine for maximum transparency and visibility within the Governmental Accounting Business Process.
- ✓ **1.1.1.5** Enables consistent adoption and application of policies and procedures across State departments. The Proposed SAP_EFS SOLUTION's WEB 2.0/Consumer Grade User Experience, coupled with the embedded Workflow, Rules, Automation and Security Engines will deliver a consistent Experience to ensure consistent adoption and application of policies & procedures across the State of Hawaii Departments & Agencies

1.1.1.6 Increased efficiency to improve State services to its employees and for the citizens, residents, and business in the State.

- ✓ The Proposed SAP_EFS SOLUTION will deliver a very high degree of efficiency for the State – based on complete, included Public Sector Functionality, the use of configuration and personalization over customizations, and a significant amount of decision support, transparency and visibility capabilities.
- ✓ These capabilities will allow the State to maximize existing State Personnel, Budgets and Resources in the most efficient manner possible to deliver positive outcomes for the citizens of Hawaii.

1.1.1.7 An EFS that reduces disruption to the State employees and State business processes, and impact to the State by minimizing complexity in implementation, operation, and support.

- ✓ The Proposed SAP_EFS SOLUTION – via its 5th Generation of embedded Best-Practice US Public Sector Functionality, coupled with the approach of Configuration and Personalization (over Customizations) will deliver for the State a highly sustainable, secure and operationally impactful Next-Generation Financial Management System, which will materially eliminate any disruptions to Hawaii- State Government Operations.

1.1.1.8 Training of State staff to configure and operate the EFS with minimal support from consultants and provides for ongoing training and knowledge transfer regarding operating the system.

- ✓ Based on the included SAP_Training & Enablement CLOUD Suite, this is the exact approach and goals both LSI and SAP intend to deliver to meet this expectation by the State of Hawaii.

OUR PROPOSED – SAP- NEXT GENERATION EFS SOLUTION FOR THE STATE OF HAWAII

LEGEND

Proposed SAP SOLUTION Component →	SAP S4/HANA - ERP CLOUD SUITE
SaaS Licensing Available / Implementation PHASE →	CORE PHASE / CORE PHASE
Business Processes/Platform Function(s) Covered →	• Foundational BASE Platform



SAP S4/HANA - ERP CLOUD SUITE

CORE PHASE / CORE PHASE

- Foundational BASE Platform
- Foundational Real-Time/In-Memory Data Processing Platform

SAP S4/HANA Financial Operations CLOUD SUITE

CORE PHASE / CORE PHASE

- General Ledger • Encumbrances • Accounts Payable
- Accounts Receivable • Cash Management • Purchasing(Financial Integration)

CORE PHASE / EXPANSION PHASE

- Grant Management • Projects

CORE PHASE / OPTIONAL PHASE

- Investments • Asset Inventory

SAP Training & Enablement CLOUD Suite

CORE PHASE / CORE PHASE

- State of HI CORE Project Team / State of HI Next-Gen FMS User Training & Enablement Tools

SAP Public Sector Budget Planning & Management Cloud Suite

EXPANSION PHASE / EXPANSION PHASE

- Appropriations • Budget

SAP Integration Cloud Suite

CORE PHASE / CORE PHASE

- Enterprise Integration Tools & Applications

SAP Ariba – Procurement Cloud Suite

CORE PHASE / CORE PHASE

- Purchasing(State Vendor Portal{Self Service})

SAP Concur Employee Expense Management Cloud Suite

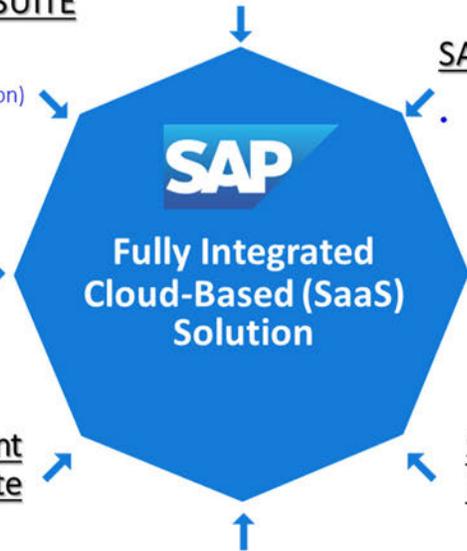
EXPANSION PHASE / EXPANSION PHASE

- Employee Travel & Expense

SAP Enterprise Reporting & Analytics Cloud Suite

CORE PHASE / CORE PHASE

- Enterprise Data Warehouse
- Enterprise Reporting Platform
- Enterprise Advanced, Predictive & Planning Analytics Platform



Proposed SAP SOLUTION - High Level Overview Diagram

Solution Implementation Approaches and Recommendations Offered by LSI

LSI's implementation for this project will follow the State's preferred multi-phase deployment approach, which encompasses Core, Expansion, and Optional phases; however, we will couple it with the best of a Single Phase deployment approach. This means that we will reduce overall program implementation risk and balance the sequencing of functions in each phase, while focusing on the validation of requirements with subject matter experts, knowledge transfer, integration, and interface effort planning throughout the duration of the project. This planned implementation approach will provide an accurate and fully validated solution with the required user training. LSI would like to present two options to the State to meet its Next-Generation EFS Business Goals:

~~**Option 1 – Phased Approach** is the preferred deployment approach the State has chosen in the RFP. Incrementally deploying capabilities in a phased implementation reduces overall program implementation risk. The phased implementation approach balances the State's recommended sequencing of functions and the inherent capabilities of our ERP. However, a phased implementation approach has a higher cost due to the lengthy timeline, and the value of integration is not realized until all functionalities have been fully deployed.~~

~~**Option 2-SINGLE-OVERALL PHASE Approach** is LSI's recommended approach for this Next-Generation EFS project. Option 2 This will allow the State to fully realize the value of ERP integration in a shorter timeline and *eliminate temporary interfaces*. It also reflects the best approach based on our experience working with State clients and the lengthy process of validating requirements with subject matter experts. Based on our analysis and knowledge of the State's legacy system and anticipated interfaces, we find this approach to be the lowest risk. This planned implementation approach will provide an accurate and fully validated solution with the required user training. This approach comes at a lower cost than the phased approach.~~

~~Another key difference between the two approaches is Option 2. This As an option for the State, our approach aligns the Next-Generation EFS project with the State's current eProcurement RFP and subsequent implementation. One of the hallmarks of a successful implementation is the ability of a team to keep open lines of communication to help the team work efficiently and effectively. By aligning the eProcurement implementation with the EFS Project implementation, we can leverage the knowledge on both the Procurement team and the EFS Project team to potentially build many of the integration points and process updates in tandem.~~

LSI is prepared to work with the State on either of these two approaches.

Key Value Differentiators for Long-Term Strategic Partnership with the State

The following are key advantages of using team LSI on this State of Hawaii – Next Generation EFS Project:

- Strong executive support; Executives are directly involved in consulting;
-

- Our unique experience: the combination of extensive US Public Sector State experience as well as successful engagements with the best in class SAP S/4 HANA Finance, Procurement, Budgeting, Analytics, and Enterprise Data Warehousing technology in the Cloud.
- Strong Project Governance;
- Our direct access to key SAP S/4 HANA Product Owners and SAP Public Sector & State Agency Business Unit Solution Leadership within SAP globally.
- All US based key resources with excellent tenure, references, and experience hand selected for this project including local presence of consultants dedicated to supporting the successful implementation.

Whichever implementation approach works best for the State, our proposed SAP based Technology SOLUTION is a Tier-1 type Solution entering its 5th generation – where US Public Sector Clients who originally deployed this Solution in 1997- are still successfully operating this SOLUTION today- based on SAP’s ability to provide complementary, incremental enhancements /improvements. This unique and differentiated capability allows new and existing SAP Clients using this Enterprise ERP Solution the ability to extend and leverage their existing investments over a significantly long SOLUTION Lifecycle.

Key Value Attributes and Benefits of Partnering with LSI

LSI has been ***focusing strategically on SAP Public Sector Implementation Services and Solutions*** over the last 23 years, starting with the first US Public Sector implementation at the Massachusetts Institute of Technology (“MIT”) and the first US Local Government implementation at the City of Phoenix. All of our customers are referenceable. LSI currently supports over 50 SAP ERP Public Sector, Transportation, Higher Education, Utility, and Healthcare clients in various stages of their journey to the next generation of SAP software. ***We have completed the largest number of S/4 projects across North American Public Sector.*** As an Official Gold Partner of SAP for Implementation and Development Services as well as an Official Value-Added Reseller of SAP Software, LSI’s focus is dedicated to SAP Public Sector Finance, Human Resources, Procurement, Analytics, HANA Data Warehousing Technologies, and Public-Sector Budgeting. Our Company has grown dramatically over the last 23 years, attaining and retaining full-time top talent of expert SAP Public-Sector consultants, technical solution architects, cloud architects, developers, and project managers with an average tenure at LSI of over 10 years.

LSI has offices all over the continental United States. While we do business both domestically and internationally, we maintain offices in Waltham, MA (HQ), Raleigh, NC, San Diego, CA and Carson City, NV. Most of the consultants assigned to this project will be local to our West Coast offices as well as locally in Hawaii within 2 miles from the Hawaii State Capitol building that meets the requirements set forth in Appendix E. LSI has approximately 295 full-time employees as of January 1, 2021 and additional access to over 300 seasoned and SAP-certified consultants who work on LSI projects on an on-going basis. As part of our response, we have outlined your dedicated implementation services team who has first-hand experience with SAP S/4 HANA projects of similar scope and size in US Public Sector, and who are available immediately upon selection to successfully execute the State SAP S/4 HANA Project.

We are engaging the best of the best to meet the challenge and exceed the State’s expectations. Our approach to staffing is simple:

- Bring the best that LSI has to offer to meet the scope, timeline, and desired results;
- Engage external domain expertise to boost an already seasoned team;
- Put forth a dynamic staffing strategy that will have the ability to “ramp-up” or “ramp- down” as it makes sense, to foster knowledge transfer, save spend and concentrate on areas that need focus
- We have proven our staffing & project planning works well in large scale Enterprise project like at the State of NV:

The SMART 21 Enterprise Resources Planning (ERP) project executed by the Nevada Office of Project Management (OPM) announced project Kick-off on September 4, 2019. The SMART 21 ERP Solution contract was awarded to LSI Consulting and approved at the August 9th BOE meeting. LSI Consulting has been specializing in public sector ERP solutions since 1998 and is providing robust ERP cloud services to the State of Nevada powered by SAP..

This state-of-the-art system is a benchmark for other State ERP implementations.



“It is my sincere honor to announce the Kick-Off of the SMART 21 ERP Project and welcome our partners LSI Consulting and SAP to the State of Nevada Office of Project Management team. LSI Consulting will provide cloud-based ERP services to the State of Nevada to greatly improve our human resources and financial management services.” Through this partnership, LSI Consulting and SAP will provide:

- Advisory services to ensure alignment with State of Nevada strategic priorities
- Implementation services to fully realize the benefits and value of the SMART 21 ERP Solution
- Migrations and conversion services tailored to meet State of Nevada data demands
- Application management services that integrate new practices and service functionality

The Office of Project Management is committed to delivering the SMART 21 ERP project on-time, within budget and fully capable of meeting the State’s needs”

-Paul Nicks

Director, Nevada Office of Project Management

As part of the project we will be conducting a business process review which leads to Business Process Reengineering (BPR). BPR is the act of recreating a core business process with the goal of improving product output, quality, or reducing costs. Typically, it involves the analysis of company workflows, finding processes that are sub-par or inefficient, and figuring out ways to get rid of them or change them. Along with the BPR, we would need to define a *Key Performance Indicator (KPI)*. KPI is a measurable value that demonstrates how effectively a company is achieving key business objectives. A KPI is a quantifiable measure used to evaluate the success of an organization, employee, etc., in meeting objectives for *performance*. These KPI’s are what you used to measure the Return on Investment (ROI) on an ERP project. These metrics are what you used to offset the cost of an ERP project.

Our highest priority is for the State to achieve the fastest time to value at near to zero total cost of ownership. This is achieved by moving this solution to production as quickly as possible. A timely and on-budget is key success metric for an ERP project. Every project day matters for all our clients and

our simplicity strategy win -be feature-complete, not feature-rich. What matters most is the defining characteristic of a simple product is not the abundance of features but rather the relevance of those features to its users.

We encourage the State to read our proposal and consider our total solution with balanced risk/value in mind. LSI brings the best risk/value proposition to the State to implement the best in class ERP Cloud solution - SAP S/4 HANA.

We strongly feel it is Team LSI for the following reasons:

- ***Our solution.*** Major organizations choose LSI with S/4 HANA because it provides robust functionality and have a stable, secure, and cost-effective option in today's changing marketplace for Public Sector organizations.
- ***Our approach.*** We are bringing the lowest risk approach for State. Our proposal is based on relevant, actual experience, and it is loaded with risk reducers specifically designed for organizations like yours. We are confident that the State will find our implementation approach creative, value-focused, and specifically tailored to address the State's business issues.
- ***Our team.*** As outlined above, LSI will bring core resources from other successful SAP projects directly to State to make sure that the State benefits from that same strong base of experience. This team has a proven track record with on-budget and on-schedule implementations. Most importantly, they achieve customer-responsive business results.

We plan to make this project a success by combining our deep experience and our technical expertise in building, deploying, and supporting the State of Hawaii Department Of Accounting And General Services, Office Of Enterprise Technology Services RFP for an Enterprise Financial Solution.

By selecting LSI for this initiative and completing the project, the State will have a fully integrated solution, fully updated to the latest release, fully supported in the cloud. We want to help you turn your expectations for this critical project into successful accomplishments, and we look forward to working together with the State for this success.

SAP & LSI's Partnership and Partner Managed Cloud Package

Based on proven, recent experience with other SAP Public Sector Clients who had similar transformational projects, LSI has taken a very creative, partnering and proactive approach to our RFP Response for State. To read more regarding LSI Partner Managed Cloud Model. Please see attached ***LSI_Partner Managed Cloud White Paper_RFP-ERP-2020.pdf***.

As you see in this Executive Summary, LSI has taken the approach (based on experience and feedback from our US SAP Public Sector Clients) that implementing SAP S4/HANA is best accomplished, from a Client satisfaction and success perspective, by following these principles:

- Without driving and delivering compelling and usable on-demand, self-service Reporting & Analytics capabilities (beyond the standard pre-packaged ERP Operational Reporting) – usually leads to end user frustration. LSI has positioned the full suite of Analytics solutions to mitigate this risk of lack of user adoption and increase in user satisfaction post Go-Live.
- Having deep and proven US Public Sector experience, knowledge and expertise is a value add to mitigate risk as well as get the most value out of moving to SAP's S4/HANA. We have seen Private Sector Consulting & Systems Integration firms try to do projects of this nature in the Public Sector, with very problematic results – mainly based on the lack of knowledge around

Public Sector best practices, processes, regulations, structures, workflows and how the SAP S4/HANA Solution works best for this Market Segment. LSI is the de-facto SAP Public Sector implementation partner, reseller, and fully managed services provider who specifically understands the political nature of public government organizations and can navigate solution, deployment, OCM, and training hurdles along the way. This can be proven by our client references, and on-time, and on-budget projects.

SAP & LSI's Proven Solution Offering for the State of Hawaii

☑ **Proven and Tested.** SMART 21 Project at State of Nevada selected LSI Consulting to replace its CGI ERP with state-of-the-art SAP S/4 HANA integrated Cloud ERP. LSI proudly serves many large government organizations to help them modernize using SAP solutions to improve lives of citizens and employees. SMART 21 includes DOT FHWA as part of its implementation. The LSI award at the State of HI DOT project will allow us to utilize the power of collaboration and knowledge across both organization (State of HI and DOT) to benefit the implementation immensely. In addition, the dedicated resources on each project have worked together in the past, and will foster partnership and best practice sharing.

☑ **Our Solution.** 77% of world's transaction revenue touches an SAP system. SAP has been in the business of enterprise software applications the longest and continues to be on the top of the list of ERP providers after decades of innovation. SAP offers a unique combination of best of breed line of business applications and a robust heavy duty core ERP platform for large organizations to meet complex requirements, offer modern user experience, and leverage the scale of cloud computing.

☑ **Real-Time Reporting.** SAP software applications leverage a proprietary in-memory database which allows users to run reports and get access to data in real time. This in-memory technology lets users explore and analyze all transactional and analytical data in real time from virtually any data source reducing reliance on data warehouses and data lakes.

☑ **Virtual deployment ready.** LSI team has successfully pivoted to a virtual delivery model to accommodate for COVID-19 measures. LSI went Live with S/4 Cloud ERP at Penn State University in July 2020 with 6 months of virtual deployment and training to over 4000 users seamlessly. The project was completed on time and on budget. LSI deployment at State of Nevada is on target regardless of the travel restrictions currently put in place.

☑ **Industry Best Practices.** SAP Public Sector industry solutions will help the State standardize its business processes and reduce complexities at the department level. Our solution will allow for system consolidation at the different departments resulting in system landscape simplification.

☑ **Partner Managed Cloud (PMC).** LSI's unique approach of PMC will allow the State to procure all SAP solutions on a single negotiated contract. This procurement model offered State of Nevada flexibility and a significantly reduced negotiation time period. This is the same model also in play with the State of Hawaii Department of Transportation Highways Division (DOT).

☑ **Local Partnership.** LSI has partnered with the following local technology partners: eWorld Enterprise Solutions Inc. and DataHouse Consulting, Inc. who will provide personnel based locally in the Island of Oahu.

- LSI is currently working with eWorld for the State of Hawaii Department of Transportation Highways Division (DOTH) for their Financial Transformation Project. eWorld Enterprise Solutions was founded in 1999 and for over 21 years has designed, developed, managed and supported technology and software solutions for government departments and agencies in the State of Hawaii.
- LSI recognizes DataHouse has been a member of this dynamic community for over 45 years. As the largest locally based IT consulting firm in Hawaii, they are genuinely vested in Hawaii and the State's goals. They have successfully implemented an ERP cloud solution with the Office of Hawaiian Affairs (OHA), leveraging the State's Uniform Chart of Accounts. They will provide experienced, local resources throughout the implementation.

☑ **NS2 Cloud.** Our solution will allow the State to Safeguard its most valued and sensitive data while maintaining compliance and security requirements with secure infrastructure. NS2 offers comprehensive SAP support on U.S.-based infrastructure that meets your specific compliance requirements. The State will receive all the benefits of SAP's industry-leading support programs, plus NS2-exclusive security enhancements for SAP Cloud solutions. For more about NS2 Cloud, please see attached. ***LSI_NS2 Datasheet_RFP-ERP-2020.pdf***

Please see the following page for LSI Summary of Value & Differentiated Offer for State of Hawaii



**State of Hawaii – Department of Accounting & General Services
Request for Proposal(RFP), ERP-2020 - An Enterprise Finance Solution
Proposed SOLUTION**



LSI's Summary of Value & Differentiated Offer to the State of Hawaii

**LSI/SAP -
TECHNOLOGY
DIFFERENTIATORS
(Included)**

**LSI's COMMERCIAL
OFFERING
DIFFERENTIATORS
(Included)**

**LSI SERVICES / LONG-
TERM SUPPORT
DIFFERENTIATORS
(Included)**

SAP_Enterprise Analytics Suite – Available (Day-1)	Full/Native Integration with the State's DOT – SAP ERP/Finance/Budget Platform	Up to a 15-Year <u>Guaranteed</u> TCO for the State of HI	LSI Fixed Fee Services Scope – facilitating Cost Certainty for the State	All Required Operational Reports Provided in BASE Scope	LSI: GOV-1 Model Organization SOLUTION Configuration (Available Day-1)
Supplied SAP_Training & Enablement Tools Package(Included)	Secure/Reliable/ Scalable – AWS Gov-Cloud IaaS Environment for the Proposed SOLUTION	One-PRIME Supplier / One-Master LSI Contract (*Similar to HI DOTH FMS Replacement Project)	Minimal State of HI RFP/ Contract Terms & Conditions - Exceptions/ Clarifications	Dedicated/Assigned LSI-State of HI Engagement Manager (Implementation & Post Go-Live)	Complete LSI_Change Management Support Package
SAP_Digital Boardroom Application (w/Multi-Monitors Setup for State of HI Finance and Budgeting organizations)	Near 100%(99.65%) Alignment to The State's FMS stated Functional, Technical and Business Process Requirements	Graduated Invoicing Plan (Years 1-4)	LSI – One of SAP's Most Tenured & Successful Strategic "Partner-Managed-Solution-Model" Organizations	Full-Support by SAP of LSI(as the PRIME Supplier) and the State of HI(End Client)	Initial- Proposed SAP SOLUTION Enablement/ Empowerment Workshops for the State FMS CORE Project Team (Included)
SAP Public Sector GASB-87 Compliance Solution Included	Utilization of the SAP 5 th Generation Statewide ERP/Finance/Budget Solution	Most Risk Adverse Provider(LSI) and Solution(SAP) available for the State for the FMS Project Initiative	On-Island Subcontractor Contributions to LSI for the State FMS Project Initiative	Annual Reviews with the State of deployed SAP_FMS SOLUTION for Continuous Optimization opportunities	Connection of the State of HI with the LSI/SAP Public Sector Client Community
Most Advanced and Functional- SAP_Enterprise Reporting, Predictive and Planning based Application Suite (Included)	Most Advanced, Functional and natively Integrated SAP_Enterprise Data Warehouse (Included)	Simplified – Proposed SAP FMS SOLUTION Annual Subscription Model	On-Island Subcontractor Knowledge Transfer to LSI for State Systems including FAMIS, FAMS, BATS, CAPS, and Data Warehouse	Dedicated LSI – State of Hawaii FMS CORE Project Team	The State's ability to collaboratively schedule regular upgrades/ updates to the SAP FMS Cloud solution

LSI/SAP's TECHNOLOGY OFFERING DIFFERENTIATORS Highlights

To assist the State of Hawaii with achieving the highest level of Enterprise, Demand, Self Service, Predictive Analytics and Reporting capabilities, we have included the following:

SAP_Enterprise Analytics Suite – Available (Day-1)



ENHANCED ANALYTICS & REPORTING Functionality

As part of LSI's standard SAP_PMSM based Solution offering we have included an Enterprise Package of SAP's industry recognized leading – Intelligent Enterprise Analytics Cloud Solution Suite. This will materially extend the In-Application Reporting & Analytics capabilities (within the Proposed SOLUTION) – to leverage a machine learning, predictive Analytics & Reporting based Engine, coupled with the most advanced

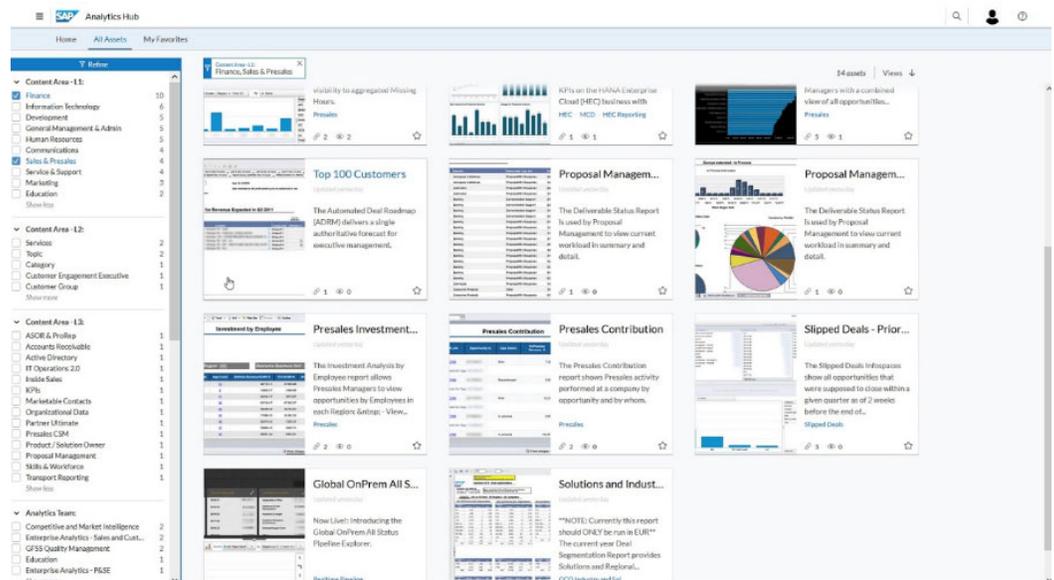
Reporting and Analytics – Visualization toolset on the market today.

- This added-value item is being provided by LSI as part of the offered SOLUTION Package to ensure The State of Hawaii has the capabilities to continually validate the value and effectiveness of its Next-Generation EFS SOLUTION Transformation Initiative.



CENTRAL REPORTING & ANALYTICS HUB (Included)

- As part of LSI's standard SAP_PMSM Solution Model, we have included an Enterprise package of SAP's industry recognized leading



– AnalyticsHUB, with initial licensing capacity for (1,600) State of Hawaii – EFS Solution Users. This Centralized Portal could be a one-stop, interactive, personalized and compelling THE STATE OF HAWAII – Enterprise Platform by which to securely serve and grant access to any Report and/or Analytics created by your organization.

SAP_Digital Boardroom Application (w/Multi-Monitors Setup for State of HI Finance and Budgeting organizations)

SAP_DIGITAL BOARDROOM APPLICATION & MULTI-MONITOR TOUCHSCREEN Displays (Included)



- Based on LSI's and SAP's experience with similar Clients endeavoring to enhance and transform their Enterprise ERP/Finance/HR/Procurement Operations & Processes... as part of LSI's offering, we have included (2) deployment of SAP's Digital Board Room, interactive Reporting and Analytics Solution (complete with (2) 70" Touch Screen Monitors & stands, ea.) .

- This Deployment will provide the State of Hawaii's Finance & Budget Team Operations

Leadership - a real-time view and real-time interaction with Critical & Key Performance Indicators related to State's EFS Solution's Business Processes.

Supplied SAP_Training & Enablement Tools Package(Included)

SAP's 24x7x365 – ON-LINE SOLUTION LEARNING UNIVERSITY

- Based on LSI's and SAP's experience with similar Clients endeavoring to enhance and transform their Enterprise ERP/FINANCE/BUDGETING & PROCUREMENT Processes - ... as part of LSI's offering, we have included a License Package of SAP's LearningHub – On-Line SAP Solution University and Knowledgebase, which would cover the State of Hawaii's CORE Project Team (25 members).
- This is being provided to enable and empower The State of Hawaii's CORE Project Team with access to all of SAP's continually updated Proposed SAP based SOLUTION On-Line Training, Certifications and Knowledge base
- Under a "Train-the-Trainer" approach – LSI believes providing access to this very valuable training and knowledgebase resource, will allow The State of Hawaii's Core Project Members the ability to get certified on the proposed SOLUTION and



The State of Hawaii's Training Leaders the ability to remain current on the evolving SAP-based Proposed SOLUTION .

SAP's – ENABLENOW – Application Training Content Creation and Management Toolset

SAP Enable Now is an end-to-end solution to collaboratively create, manage and deliver:



- Based on LSI's and SAP's experience with similar Clients endeavoring to enhance and transform their HR Processes ... as part of the LSI's offering, we have included a License Package of SAP's ENABLENOW Application Toolset.
- This Toolset will allow the the State of Hawaii's and LSI to create, manage and deploy – very rich content to State's Next-Generation EFS SOLUTION –Processes Users of the configured and deployed EFS SOLUTION.

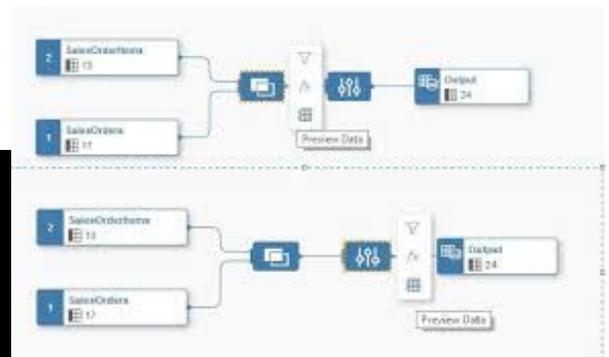
Most Advanced, Functional and natively Integrated SAP Enterprise Data Warehouse (Included)

Complete – State-of-the-Art / Enterprise Data Warehouse

As part of the overall Proposed SAP EFS Solution – we have included the SAP Data Warehouse Cloud Application to provide the State with a significant

enhancement to what is currently deployed for the FAMIS Data Mart.

SAP Data Warehouse Cloud includes an API framework that allows for the consumption of valuable insight by SAP cloud and on-premises applications, along with third-party applications. With more than 170 advanced connectors in the SAP Cloud Elements API Integration Platform, customers can map insight to modern digital use cases, like real-time customer interaction or logistics recommendation engines. The combination of a rich API environment and pre-integration with the SAP Analytics Cloud gives customers what they need to connect insight to action.



SAP Data Warehouse Cloud Key Capabilities

<p>AGILE Rapid time-to-value using stable & extensible semantic business models resulting in accelerated data models</p>	<p>OPEN Disruptive marketing and B2B, scripting Open API to SAP and 3P party analytics & BI/BI/ML tools</p>	<p>CONTENT Extensible templates for User-of-Business and Industry Content prebuilt for SAP & partners</p>
<p>SIMPLE Easy to access, easy to use, easy to share, managed for you</p>	<p>FLEXIBLE Flexible integration into existing cloud & on-prem systems introducing seamless virtual and unified data access</p>	<p>ELASTIC Scale spaces up & down based on demand and pay for what you use</p>
<p>SECURE Role based security, governance, encryption, auditing, and compliance</p>		

Secure/Reliable/
Scalable – AWS Gov-
Cloud IaaS Environment
for the Proposed
SOLUTION

Secure/Reliable/Scalable – AWS Gov-Cloud IaaS Environment for the Proposed SOLUTION

- Working and partnering with both SAP's Governmental Secure Cloud Solutions Operations Team (SAP_NS2) and Amazon Web Services – Gov-Cloud Secure IaaS, LSI will deliver the most Reliable, Secure, and Scalable Proposed Cloud Based (SaaS) Solution available
- Patterned after applicable FedRAMP Moderate Standards, the State of Hawaii can be assured that consumption and operation the Proposed SOLUTION will always be done with the highest, applicable security standards applied.



LSI's COMMERCIAL OFFERING DIFFERENTIATORS (Included)_ Highlights

Up to a 15-Year
Guaranteed TCO for the
State of HI

- **15-Year Guaranteed TCO**

- Using the SAP_PMSM Model – coupled with LSI's excellent organizational financial viability – we can confirm to the State of Hawaii, a guaranteed (15) Year Total Cost of Ownership for the Proposed SAP_EFS SOLUTION
- This will allow compliance with State of Hawaii Procurement regulations – in providing the STATE with an Initial (4) Year Contract, a First/Optional Renewal Contract and a Second/Optional Renewal Contract – providing guaranteed Cost Certainty for a 15 Proposed SAP_EFS SOLUTION lifecycle

Graduated Invoicing
Plan (Years 1-4)

- **Graduated Invoicing Plan (Years 1 & 2)**

- Using the SAP_PMSM Model – coupled with LSI's organizational financial viability – LSI has proposed a graduated Year-1 and Year-2 Subscription Fee model which will materially provide THE STATE OF

HAWAII:

- Risk Mitigation
- Confirmation of LSI's ability to perform

One-PRIME Supplier /
One-Master LSI Contract
(*Similar to HI DOTHS FMS
Replacement Project)

- **One-PRIME Supplier / One-Master Contract**

- Using the SAP_PMSM Model – LSI would act and perform as a PRIME Contractor/Supplier to the State of Hawaii for all of the Technology and Services required to faithfully and successfully execute this Next-Generation EFS SOLUTION project
- LSI would manage and be responsible for any/all SubContractor Contributions and Contracts, providing the STATE with a One-Prime Supplier/ One Prime Contract capability
- This would materially deliver for the STATE:
 - Single Source Responsibility and Ownership for Delivery/Execution/Deployment Support and On-Going Support& Sustaining Services
 - Highest overall Risk Mitigation
 - Optimal Supplier / Contract Management

LSI Fixed Fee Services
Scope – facilitating Cost
Certainty for the State

- **Fixed Fee Services Scope**

- LSI's Proposed Offering to the State of Hawaii is made on a confirmed Fixed-Fee Services Scope for the mutually agreed upon – Project SOW

Minimal State of HI RFP/
Contract Terms &
Conditions -
Exceptions/
Clarifications

- **Minimal THE STATE OF HAWAII RFP/Contract Terms & Conditions - Exceptions/Clarifications**

- LSI's Proposed Offering to the State of Hawaii is made with very minimal exceptions and/or clarifications to the Commercial Terms and Requirements provisions outlined in your RFP
- LSI is very close to reaching final agreement after being selected by the State's DOT Agency for a similar Next-Generation ERP/FINANCE/BUDGETING/PROCUREMENT Solution, and this would facilitate a much more direct contracting path to reach mutual agreement with the State.

LSI – One of SAP's Most
Tenured & Successful
Strategic "Partner-
Managed-Solution-
Model" Organizations

- **LSI – One of SAP's Most Tenured & Successful Strategic "Partner-Managed-Solution-Model" Organizations**

- LSI has over (20) years of successful working experience and partnership with SAP for US Public Sector Organizations
- LSI was just awarded by SAP – One of SAP's Top - PMSM Partners for 2020

Simplified – Proposed
SAP FMS SOLUTION
Annual Subscription
Model

LSI Provided – Simplified /Optimized / Proposed SAP EFS SOLUTION Annual Subscription Model for the State of Hawaii

○ As the State will validate within the submitted ERP-2020 RFP Cost Workbook, LSI is providing the State with a very direct, simplified, Annual Subscription Model for the Proposed SAP EFS Solution.

On-Island Subcontractor
Knowledge Transfer to LSI
for State Systems including
FAMIS, FAMS, BATS, CAPS,
and Data Warehouse

Incorporation of On-Island IT Resources into the overall LSI-EFS

Project Team

- As the State will validate – LSI has strived to add as much complementary, value add and compliant On-Island IT Resources as possible to our Project Team.
- These local IT Organization resources will assist in the overall design, configuration and/or testing tasks to ensure alignment to the State’s Financial and Governmental specific requirements

Most Risk Adverse
Provider(LSI) and
Solution(SAP) available
for the State for the
FMS Project Initiative

Providing the State with the best available – Risk Mitigation Profile for the EFS SOLUTION Project Initiative

- Based on LSI’s 20(+) year Experience in the US Public Sector, focused on SAP Technology based SOLUTIONS exclusively
- LSI’s Financial Viability
- SAP’s Financial Viability
- SAP’s 25(+) year focus and commitment to the US Public Sector Market
- The 20(+) Year successful relationship & partnership between LSI and SAP

LSI SERVICES DIFFERENTIATORS (Included)_Highlights

All Required
Operational Reports
Provided in BASE Scope

All Reports Provided

- LSI’s Proposed Services Offering accommodates all of the State of Hawaii’s required Reports, in our Proposed Scope of Supply (as outlined in your RFP Appendices A1, A2, B, C & G from a creation, test and deployment perspective

Dedicated/Assigned LSI-
State of HI Engagement
Manager
(Implementation & Post
Go-Live)

Dedicated/Assigned LSI-THE STATE OF HAWAII Engagement Manager (Implementation & Post Go-Live)

- LSI's Proposed Services Offering includes a dedicated and assigned "Engagement-Manager", Post Go-Live throughout the Contract
- This State of Hawaii – LSI Engagement Manager will be The State of Hawaii's main point of Contact for any/all needs, including (if necessary – any escalations) to ensure State's continued satisfaction of the SAP based Proposed EFS SOLUTION, as well as LSI's Support & Sustaining Services
- Correspondingly – SAP will have an LSI-State of Hawaii EFS Project Success Manger assigned on its end to support the needs of LSI as SAP delivers and support /sustain the Proposed EFS SOLUTION to both the State of Hawaii and LSI over the projected (15) year {min} SOLUTION Lifecycle.

LSI: GOV-1 Model
Organization SOLUTION
Configuration (Available
Day-1)

LSI: Gov-1 Model Public Sector Organization Configuration

- LSI's Proposed Services Offering includes the leverage of our GovOne Proposed SOLUTION configuration which has been developed using our experience and knowledge in working with other Clients
- This Model Public Sector configuration will give us a collective "heads-start" on working together to quantify the most optimal and applicable configuration & personalization for the Proposed SAP_EFS SOLUTION

Annual Reviews with
the State of deployed
SAP_FMS SOLUTION for
Continuous
Optimization
opportunities

Annual Reviews of deployed SOLUTION for Continuous Optimization opportunities

- LSI's included and dedicated State of Hawaii – EFS Project Initiative Engagement Manager will help facilitate Annual Reviews of the Deployed SOLUTION between the State, LSI and SAP – to collectively and collaboratively with identify opportunities for SAP_EFS SOLUTION Optimization and/or recommended Configuration enhancements.

Complete LSI_Change Management Support Package

Complete Change Management Support Package

○ LSI's Proposed Services Offering for the State's ERP-2020 Project Initiative includes a complete and compelling set of Enterprise Change Management/User Adoption Guidance Services to assist the State with achieving the highest level of User Adoption and User Satisfaction possible

Initial- Proposed SAP SOLUTION Enablement/ Empowerment Workshops for the State FMS CORE Project Team (Included)

Initial- Enablement/Empowerment Workshops for the State of Hawaii's Next-Generation EFS Project Initiative - CORE Project Team

- LSI's Proposed Services Offering includes SAP supported initial Enablement/Empowerment Workshops for the State's CORE Project Team and Key Stakeholders covering all areas of the Proposed SAP_EFS SOLUTION
- We have found this Enablement/Empowerment Workshop offering to be of great value to our Clients in providing initial context and awareness of the Proposed SAP SOLUTION, which directly translates to our Clients ability to make informed, Proposed SAP SOLUTION configuration and personalization decisions faster.

Full-Support by SAP of LSI(as the PRIME Supplier) and the State of HI(End Client)

Dedicated and Committed Support from SAP

○ Based on SAP's relationship and experience with LSI, coupled with their commitment for the State of Hawaii's success on this Next-Generation EFS Project Initiative – there will be no “daylight” between LSI and SAP in providing the overall best level of Client Support, Commitment for Success, and Information Sharing.

The State's ability to collaboratively schedule regular upgrades/ updates to the SAP FMS Cloud solution

State of Hawaii – Consumption and Scheduling of On-Going, Proposed SAP EFS SOLUTION Enhancements, Upgrades, Updates and Patches

○ Given the unique and flexible SAP SOLUTION Model we are proposing for the State of Hawaii's EFS Project Initiative – LSI will work collaboratively to schedule, test, implement, deploy any new SAP EFS Solution Enhancements, Upgrades, Updates and Patches – to minimize (to the extent possible) disruptions in State Financial

Operations, State EFS User Experience and Usability, SAP_EFS Reliability and Performance.

Dedicated LSI – State of
Hawaii FMS CORE
Project Team

Dedicated – LSI CORE Project Team

- LSI's Proposed Services Offering & associated Execution & Support Model will be staffed by a dedicated CORE LSI Team, which the State of Hawaii will get to interview and confirm acceptance on each team member – before the Kick-Off of PHASE-1 (CORE Requirements)

We would welcome the opportunity to bring our designated project team out to Hawaii and present to the State our approach, methodology and people you will be working with.

We look forward to introducing our team and to discussing what makes our solution and approach unique, how it will greatly benefit the State, and why it is the best risk/value proposition for the State.

Thank you for the opportunity to continue serving the State of Hawaii

SAP Treasury & Risk
Management Module
Deep Dive

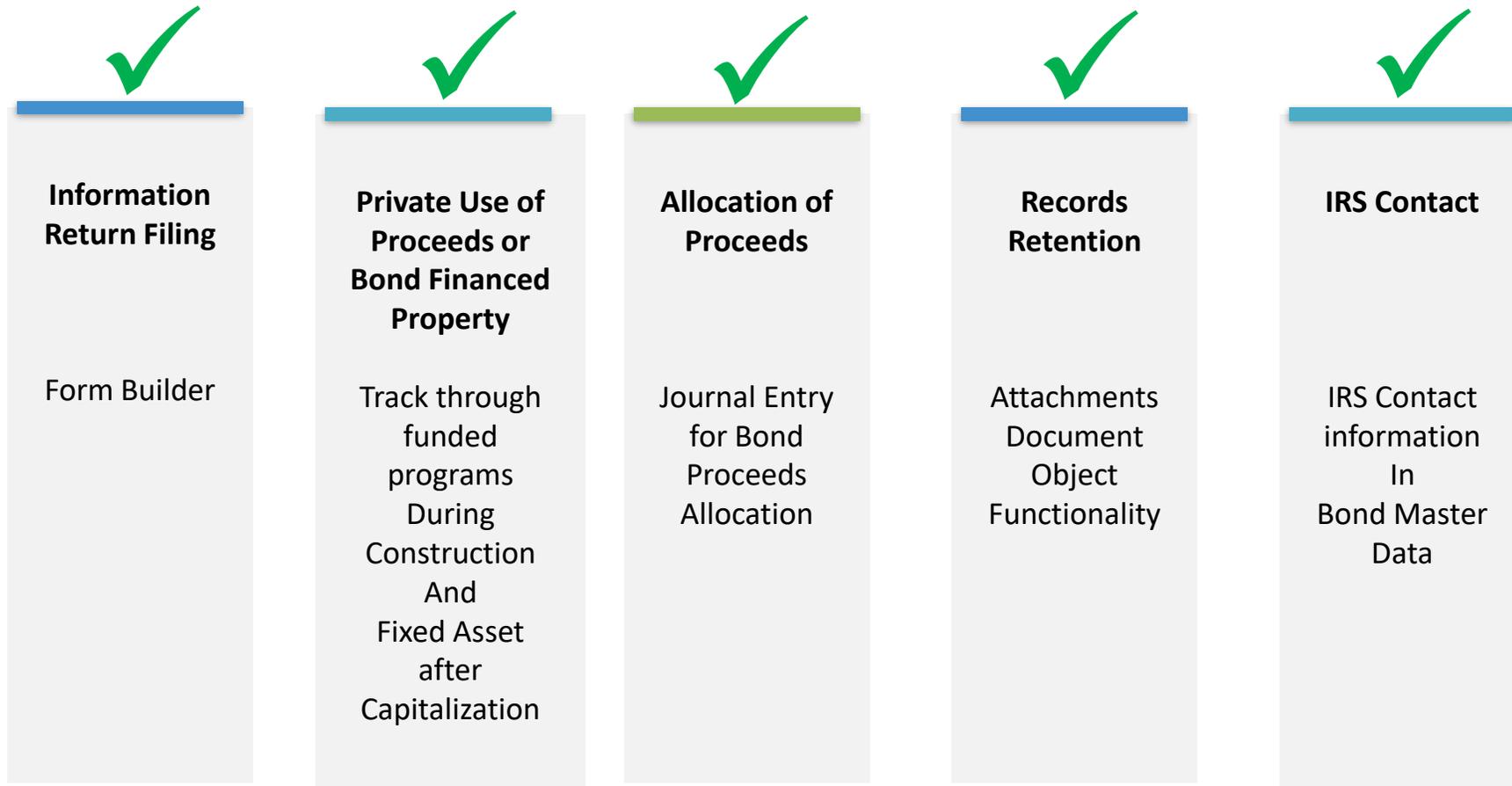
Isi



SAP Treasury Management

Money Market	Foreign Exchange	Debt Management	Interest & Equity Derivatives	Securities (Investments)
Fixed-term deposits e.g. over night Deposits at notice Commercial paper Repo Floating rate Any cash flows	Spot Forward Swap Vanilla options Barrier options (single and double) Compound options Average rate options Basked options Futures Exchange traded options	Issued bonds* Fixed/floating/ zero interest Bullet repayment/ with repayment/ ABS structures Fixed rate loans Floating rate loans Annuity Loans Commercial Paper Facilities Bilateral Syndicated*	Cap Floor FRA Swaps Payer/Receiver Fixed/Basis Exotics (e.g. roller coaster) OTC options Security Swaption IRG Futures Exchange traded options	Bonds ABS/MBS/CMO* Index linked bonds Dual currency bonds Drawable bong Warrant Bonds Stocks Shareholdings Subscription rights Investment certificates Repo/reverse repo Security lending
Transaction Manager				
Market Risk Analyzer				
Credit Risk Analyzer				
Portfolio Analyzer				
Reporting				

Bond Compliance Monitoring Procedures (IRS Publication 4079)



Bond Issue

- ▶ **Issue of securities.**
- ▶ **Complete or partial redemption of an issued securities position.**
- ▶ **Increase the liability securities position using multiple issues.**
- ▶ **Purchase your own securities position.**

Master Data – Two types

- Debt Service Fund for principal and interest payments (across multiple bond issues)
 - General Ledger account for principal payment
 - General Ledger account for interest payment
- Capital Improvement Project (CIP Fund) for each bond issue
 - Funded Program – Separate Funded Programs for Public and Private Activity to monitor limit of Private Activity
 - Asset under Construction (AUC) Asset by Funding Source
 - Capitalized asset with Fund and Function Reference

Outstanding Bond Balances Reporting

- **Daily or Monthly** Outstanding Bond Balances Report. Runs as of a key date
- The balances and interest payments are reported and accounted for in SAP
- Debt Service and Amortization Schedules can be reported and accounted for in SAP

Bond Master Data

Treasury creates the debt in SAP. Bond master data consists of level 2 and 3, and if a new program is created, level 1 as well. Note that the fund (highlighted) is on the level 2 data.

The screenshot shows the SAP Bond Master Data interface for ID BERK1999A. The top navigation bar includes 'Check', 'Cash Flow', 'References', and 'More'. The main content area is titled 'Bond Series' and has tabs for 'Basic data', 'VolumeCap/Recycled', 'Fund Detail', 'Project Details', and 'Credit'. The 'Basic data' tab is active, displaying a grid of fields:

Bond Issuance ID:	BERK	Project type:	2 80-20	Fund:	1110000000
Bond ID Description:	BERK	Taxable/Tax-Exempt:	1 Taxabl...	Fund Name:	Sec Loan Rent Hsg
Bond Securities Account:	BERK1999A	AMT/Non-AMT:	2 Non-A...	FI Doc No.gen:	
Description:	103 WEST END AVENUE ...	Fixed In/Variable In:	1 Fixed I...	Date Re-clas prog Lt:	
Trustee (BP ID) ID:	AMALGAMATE	Offer type:	1 Public	Interest From date:	03/01/1999
Trustee (BP ID) Name:		Type of Construction:	2 Preser...	First Int. pay date:	08/15/1999
Series Premium:	0.00	Serviced by:	2 Servic...	Programs:	110 Se...
Series Discount:	0.00	Name of External Ser:		Remarketing Agent ID:	BML
Green Project:	2 No	Agency:	1 Housing Fi...	Remarketing Agent:	

Note: Extensions were used to add some additional fields in this screen to facilitate reporting

Example Multi Funded Capital Project Budget with Availability Control

Funded Program	Fund Center	Fund	Grant	Commitment Item	Amount
ECR1012456	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	403001 Bond Proceeds Revenue	-\$7,000,000.00
ECR1012456	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	500010 Salaries 501003 Contracted services 502067 Construction Materials	\$1,500,000.00 \$3,500,000.00 \$2,000,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund	Not Relevant	490000 Transfers In	-\$1,000,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund	Not Relevant	501003 Contracted Services	\$1,000,000.00
ECR1012456	1010010002 DPW Capital Projects	2102 EPA Grants Fund	800076 Environmental Upgrades	405010 Grant Revenue	-\$300,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund		501003 Contracted Services	\$300,000.00
ESG1012815	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	403001 Bond Proceeds Revenue	-\$4,000,000.00
ESG1012815	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	500010 Salaries 501003 Contracted services 502067 Construction Materials	\$800,000.00 \$2,000,000.00 \$2,000,000.00

Investment Income Distribution

All Other Funds

Assets

Equity in Pooled Cash

Receivables

Prepayments

Liabilities

Accounts Payable

Equity in Pooled Cash Account

Treasury Fund

Assets

Cash

Bank Accounts

Investments

Liabilities

Equity in Pooled Cash

1. Investment income is distributed based on a fund's Average Daily Balance in the Equity in Pooled Cash Account.
2. Average Daily Balance (ADB) can be calculated based on Posting Date.
3. Income is distributed in the proportion of Fund ADB/ Total ADB based on a 365-day or 366-day year.
4. Program calculates the year's cumulative income and distributes the difference from what was already distributed.

Investment Income Distribution

- Investment income amount is read from the Investment Income Revenue GL Account
- Create a group of funds to participate in the bond cash pool (can add a field in the fund master to designate the appropriate pool)
- System reads the investment income to be distributed, calculates the Average Daily Balance (ADB) for each fund and creates an income distribution journal entry in which the amount distributed is based on the proportion of the ADB of a fund to the total ADB for all funds in the pool for the period.

SAP Collateral
Management

Isi



- SAP Collateral Management is a comprehensive solution for maintaining, administration and monitoring the usage of collaterals and also for adherence to reporting standards. The solution is designed around the three principal collateral entities, namely the collateral objects, collateral agreements and receivables.
 - Collateral Objects representing collateral that can be used for collateralizing receivables. They can be maintained in the collateral object systems provided by Collateral Management or in any other external object systems.
 - Collateral Agreements represent the terms and conditions for the usage of collateral for the collateralization of receivables. Collateral Management supports the business requirements for various business scenarios of collateral agreements such as real estate lien, guarantees, transfers and pledges.
 - Receivables represent the loans and liabilities that can be collateralized using collateral agreements. Receivables can be maintained in Collateral Management or accessed from external credit systems.

Collateral Management – Example Letter of Credit (LoC)

CSA Display: Credit order 1

Show/Hide Locator Advanced Search Add to Favorites Change History Copy More

Worklist Find New

Credit order: 1

Description: Letter of Credit Status: Initial

General Specific Business Partners/Documents Portions/Terms Collateral Scope Relationships Overview Calculations

Value

Asmt Amt: 100.000,00 BRL Asmt Date: 30.05.2018

Spl Markdwn (%): 0,000000 Spl Markdwn Amt: 0,00

Guar Rate(%): 0,000000

General

Valid From: 30.05.2018 Valid To: 30.05.2020

Rel FreqPeriod: 1 Month Jursdcn Country:

Old CagID:

Termination Right

Right Type: by contract - collateral giver Termin Date:

Term FreqPeriod: 60 Day

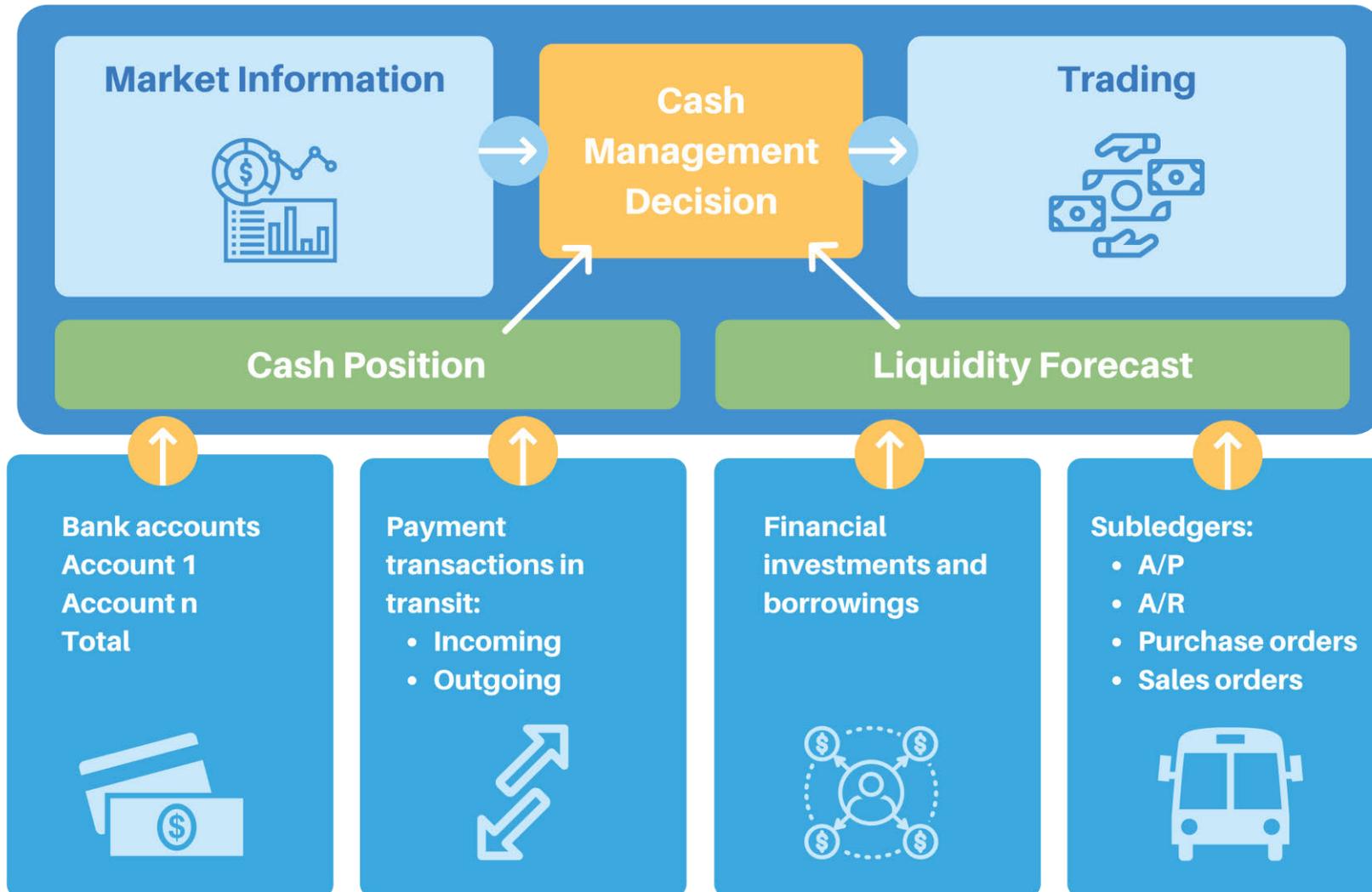
Notice Period: n Notice Date:

SAP Cash & Liquidity
Management

Isi



Cash Position



Electronic Bank Statement Reconciliation

Bank Statement Reconciliation

Citibank **104200**

Checks Issued **104204**

ACH Transfers Out **104206**

ACH Transfers In **104207**

Bank of America **106400**

Wire Transfer **106410**

Incoming Deposits **106420**

ACH Transfers Out **106430**

ACH Transfers In **106440**

Bank Statement Reconciliation

Bank Statement Reconciliation

Automated process for uploading & posting the statements to the SAP financials



Electronic Bank Statement

BAI, BAI2



Upload & Posting





Appendix L: Cost Workbook
RFP-ERP-2020

Enterprise Financial System (EFS) Cost Workbook

Table of Contents

Offeror:	Labyrinth Solutions, Inc. d/b/a LSI Consulting
Hosting Option:	SaaS Option

Worksheet Title	Description
Instructions	Instructions for completing the Cost Workbook.
1. Total Cost Summary	Worksheet for Offeror to provide a summary of the proposed Total Costs.
2. Software	Worksheet for Offeror to itemize all One-time and Ongoing Software Costs.
3. Composite Rate Card	Worksheet for Offeror to itemize hourly rate structures for proposed project personnel.
4. Implementation Services	Worksheet for Offeror to itemize One-time Fit-Gap and Implementation Costs.
5. Ongoing Services	Worksheet for Offeror to itemize Ongoing Services Costs (e.g. Maintenance and Operations (M&O) Services, Hosting Services, Business Process Outsourcing, Project Team Facilities) costs.
6. Payment Schedule - Implementation Services	Worksheet for Offeror to provide the Payment Schedule for Implementation Services Costs.
7. Offeror Assumptions	Worksheet for Offeror to itemize all Offeror Assumptions (including cost basis and rationale) upon which its pricing is dependent.

Enterprise Financial System (EFS) Cost Workbook

Instructions

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Please refer to the RFP for details regarding the services and scope of the ERFs, Implementation Services, and Ongoing Services to be provided and priced in accordance with this Cost Workbook. Additional instructions are provided as Notes on each worksheet.	
1.	This Microsoft Excel Cost Workbook contains multiple worksheets designed to provide a robust understanding of the costing models used by the Offeror. Use of this Cost Workbook is essential to the Offer evaluation, and it is essential that the Offeror use this form in preparing its pricing response to this RFP.
2.	Only spreadsheet cells colored in green are for Offeror's input. Any numeric cells left blank will be presumed to be zero.
3.	This Cost Workbook shall be completed once for either the SaaS Option or the Offeror-Hosted Option.
4.	The worksheet labeled TOC (Table of Contents) contains brief descriptions of each spreadsheet, as well as convenient one-click navigation of the Cost Workbook. Offeror's must enter the Offeror Name and Hosting Option in the green highlighted areas on the TOC worksheet.
5.	Each worksheet is designed to elicit specific pricing information related to the requirements of this RFP. If the Offeror's typical pricing model does not normally charge for a specific element provided within this workbook, then please provide a statement in the "Assumptions" regarding the Offeror methodology for charging for that element (e.g., not applicable, no additional charge).
6.	The Offeror must provide details pertaining to the assumptions, expectations, and/or performance parameters that have been used as the basis for the pricing. Please note that the Offeror's response to this Cost Workbook will not be considered an actual commitment to perform the project, but WILL BE considered a costing model and pricing structure commitment, if it is the selected Offeror.
7.	The Offeror should provide skill assumptions for the Composite Rates in the Offeror Assumptions worksheet.
8.	Implementation Services fees will be charged using a firm-fixed price which is to be calculated based on the Composite Rate and the required number of Offeror hours to provide the proposed solution. Payments will be made using a deliverables-based approach.
9.	Maintenance and Operations (M&O) Support service fees will be charged using a firm-fixed price which is to be calculated based on the Composite Rate and the required number of Offeror hours expended per year. Payments will be made monthly.
10.	Hosting fees will be charged using a firm-fixed price which is to be provided on the Ongoing Services worksheet. Payments will be made monthly.
11.	Business Process Outsourcing Services will be charged using a firm-fixed price which is to be provided on the Ongoing Services worksheet. Payments will be made monthly.
12.	Project Team Facilities fees will be charged using a firm-fixed price which is to be provided on the Ongoing Services worksheet. Payments will be made monthly.
13.	Offeror services costs for unanticipated tasks are not to be included in this Cost Workbook nor will those costs be evaluated. Costs for unanticipated tasks may be included in the Contract using a calculation of up to 10% of the total implementation services costs and/or 10% of the M&O support services costs. Services for unanticipated tasks shall be priced as needed using the applicable Composite Rate or individual rates upon mutual agreement of the State and the Offeror.
14.	Other than what is allowed in the Cost Workbook, no price increase shall be allowed during the Contract term or extension(s); however, in the event of a general price decline, the State shall be entitled to reductions given to similar customers. The Offeror shall notify the State within five (5) business days of any price decline.
15.	Rates and pricing are required in this Cost Workbook for eight (8) years. No further extensions beyond Year 8 will be permitted

Enterprise Financial System (EFS) Cost Workbook
Total Cost Summary

Labyrinth Solutions, Inc. d/b/a LSI Consulting
 SaaS Option

Total Cost Summary									
Description	Total One-time Costs	Cost in FY21 (through and including 6-30-21)	Cost in FY22	Cost in FY23	Cost in FY24	Cost in FY25	Total Ongoing Costs	Total Costs	
Software Licensing and Support	-	-	1,032,525	2,083,005	2,164,704	2,233,036	7,513,270	7,513,270	
SaaS Option		-	-	-	-	-	-	-	
Core Phase M&O Services		-			276,308	276,308	552,616	552,616	
Expansion Phase M&O Services		-			12,565	12,565	25,131	25,131	
Optional Phase M&O Services		-					-	-	
Business Process Outsourcing		-			-	-	-	-	
Project Team Facilities		-					-	-	
Total Non-Implementation Costs	-	-	1,032,525	2,083,005	2,453,577	2,521,909	8,091,016	8,091,016	
Total Implementation Services - Core Phase	15,501,094							15,501,094	
Total Implementation Services - Expansion Phase	1,194,050							1,194,050	
Total Implementation Services - Optional Phase	976,658							976,658	
Total Implementation Costs	17,671,802							17,671,802	
Total Cost Before Tax	17,671,802	-	1,032,525	2,083,005	2,453,577	2,521,909	8,091,016	25,762,818	
							included	Tax 4.712%	1,213,944
								Grand Total Cost	26,976,762

Taxes	
Provide confirmation that applicable taxes are included in all Hourly Rates for Enterprise Financial System, Software, Hosting, BPO, and Project Team Facilities in this Cost Workbook. Provide a detailed listing of the taxes and how they apply to each of the Cost categories above.	Tax of 4.712% has been applied to all applicable components including: Hourly Rates for Enterprise Financial System, Software, Hosting, and Ongoing Services

Note:

1. Any Offeror who fails to indicate that it is a Hawai'i software development business will be presumed to be a non-Hawai'i software development business and the "Total Evaluated Costs including One-time Costs and Ongoing Costs" in its Offer will be increased by ten percent for purposes of evaluation only.

**Enterprise Financial System (EFS) Cost Workbook
Software**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Software Licensing and Support												
Solution Item #	Solution Description	Per Unit Cost(Steady State FY25) * All Phases	Quantity	Total One-time Costs	Cost in FY21 (through and including 6-30-21)	Cost in FY22	Cost in FY23	Cost in FY24	Cost in FY25	Total Ongoing Costs	Total Costs	
CORE PHASE(Proposed SAP SOLUTION Components)												
1	SAP_S4/ERP Cloud Suite	\$730,829	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ 426,180.00	\$ 730,829.00	\$ 730,829.00	\$ 730,829.00	\$ 2,618,667.00	\$ 2,618,667.00	
2	SAP_S4/HANA Financial Operations CLOUD SUITE	\$536,992	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ 373,145.00	\$ 536,992.00	\$ 536,992.00	\$ 536,992.00	\$ 1,984,121.00	\$ 1,984,121.00	
3	SAP_Ariba – Procurement Cloud Suite	\$61,645	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ 30,925.00	\$ 61,645.00	\$ 61,645.00	\$ 61,645.00	\$ 215,860.00	\$ 215,860.00	
4	SAP_Training & Enablement CLOUD Suite	\$102,471	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ 37,900.00	\$ 161,808.00	\$ 161,808.00	\$ 102,471.00	\$ 463,987.00	\$ 463,987.00	
5	SAP_Enterprise Reporting & Analytics Cloud Suite	\$176,974	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ 101,600.00	\$ 176,974.00	\$ 176,974.00	\$ 176,974.00	\$ 632,522.00	\$ 632,522.00	
6	SAP_Integration Cloud Suite	\$196,250	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ 62,775.00	\$ 196,250.00	\$ 196,250.00	\$ 196,250.00	\$ 651,525.00	\$ 651,525.00	
EXPANSION PHASE(Proposed SAP SOLUTION Components)												
7	SAP_Public Sector Budget Planning & Management Cloud Suite	\$204,988	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ -	\$ 123,289.00	\$ 145,651.00	\$ 204,988.00	\$473,928	\$473,928	
8	Submittable GRANTOR Management Solution	\$118,675	1	N/A (SaaS-Subscription Pricing)	\$ -	\$ -	\$ 59,337.50	\$ 118,675.00	\$ 118,675.00	\$296,688	\$296,688	
OPTIONAL PHASE(Proposed SAP SOLUTION Components)												
9	SAP_Concur Employee Expense Management Cloud Suite	\$175,543	1	N/A(SaaS-Subscription Pricing)	\$ -	\$ 35,880.00	\$ 35,880.00	\$ 104,212.00		\$175,972	\$175,972	
					\$0					\$0	\$0	
					\$0					\$0	\$0	
					\$0					\$0	\$0	
Total Software					\$0	\$0	\$1,032,525	\$2,083,005	\$2,164,704	\$2,233,036	\$7,513,270	\$7,513,270

**Enterprise Financial System (EFS) Cost Workbook
Software**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Software Specifications											
Solution Item #	Solution Item	Environment (e.g., sandbox, development, testing, training, production, disaster recovery)	Manufacturer	License or Subscription Type (e.g., enterprise, per user, per server)	Brand Name	Module Name	Version Number	Core EPS, Third-Party, Utility/ Systems Mgmt Software, DBMS, Data Warehouse, Other	Detailed Description (e.g. functionality, purpose)	Operating System	Earliest Proposed Purchase Date
1	SAP_S4/ERP Cloud Suite	Development, Test, Training, Production & Disaster Recovery	SAP	Per User	SAP's 5th Generation Enterprise ERP Platform (S4/HANA)	1	SaaS Based / 2021-09 GA Release @ Start of Project Execution	CORE EPS	CORE & EXPANSION PHASES • Foundational BASE Platform (Foundational Real-Time/In-Memory Data Processing Platform)	SaaS SOLUTION - Standard Internet Browser Compatibility	7/2021
2	SAP_S4/HANA Financial Operations CLOUD SUITE	Development, Test, Training, Production & Disaster Recovery	SAP	Per User	SAP's 5th Generation Enterprise Financial Operations Application Suite (S4/HANA)	2	SaaS Based / 2021-09 GA Release @ Start of Project Execution	CORE EPS	CORE PHASE • General Ledger Encumbrances • Accounts Payable • Accounts Receivable • Cash Management • Investments • Asset Inventory • Projects • Bonds • Purchasing EXPANSION PHASE • Appropriations • Grantee Management	SaaS SOLUTION - Standard Internet Browser Compatibility	7/2021
3	SAP_Ariba – Supplier Management & Performance Cloud Application	Development, Test, Training, Production & Disaster Recovery	SAP	Per Power/Super User	SAP_Ariba – Supplier Management & Performance Cloud Application	3	SaaS Based / 2021-11GA Release @ Start of Project Execution	CORE EPS	CORE PHASE • Purchasing [State Vendor Portal {Supplier Self Service and Performance Management}]	SaaS SOLUTION - Standard Internet Browser Compatibility	7/2021
4	SAP_Training & Enablement CLOUD Suite	Development, Test, Training, Production & Disaster Recovery	SAP	Both Per State of HI CORE Project Team and State FMS Users	SAP_Training & Enablement CLOUD Suite	4	SaaS Based / 2021-11GA Release @ Start of Project Execution	CORE EPS	CORE & EXPANSION PHASES • State of HI CORE Project Team / SAP Training and Enablement Platform • State of HI FMS	SaaS SOLUTION - Standard Internet Browser Compatibility	7/2021
5	SAP_Enterprise Reporting & Analytics Cloud Suite	Development, Test, Training, Production & Disaster Recovery	SAP	Per User	SAP's Enterprise Reporting and Advanced Analytics Application Suite	5	SaaS Based / 2021-11GA Release @ Start of Project Execution	CORE EPS	CORE & EXPANSION PHASES • Reporting • Advanced Analytics • Enterprise Data Warehouse	SaaS SOLUTION - Standard Internet Browser Compatibility	7/2021

**Enterprise Financial System (EFS) Cost Workbook
Software**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

6	SAP_Enterprise Integration Cloud Suite	Development, Test, Training, Production & Disaster Recovery	SAP	Enterprise License	SAP Enterprise Integration Cloud Suite	6	SaaS Based / 2021-11GA Release @ Start of Project Execution	CORE EPS	CORE & EXPANSION PHASES • State Vendor Portal (Supplier Self Service and Performance Management)SAP Enterprise Application --> <-- Application and Data --> <-- Data Integration Tools Suite (for both SAP and State 3rd Party Applications)	SaaS SOLUTION - Standard Internet Browser Compatibility	7/2021
7	Submittable GRANTOR Management Solution	Development, Test, Training, Production & Disaster Recovery	Submittable	Per User	Submittable Grants Management Solution Suite	7	SaaS Based / State of HI will receive the latest 2023 GA Release @ Start of Expansion Phase- Project Execution	3rd Party	EXPANSION PHASE • Grantor Management	SaaS SOLUTION - Standard Internet Browser Compatibility	1/2023
8	SAP_Public Sector Budget Planning & Management Cloud Suite	Development, Test, Training, Production & Disaster Recovery	SAP	Per State Annual Budget (in Billions of US Dollars)	SAP's Enterprise Public Sector Budget Planning and Management Application Suite	8	SaaS Based / State of HI will receive the latest 2023 GA Release @ Start of Expansion Phase- Project Execution	CORE EPS	EXPANSION PHASE • Budget	SaaS SOLUTION - Standard Internet Browser Compatibility	1/2023
9	SAP_Concur Employee Expense Management Cloud Suite	Development, Test, Training, Production & Disaster Recovery	SAP	Per State Employee's Travel Authorization and/or Expense Report on an Annual Basis	SAP_Concur Employee Expense Management Cloud Suite	9	SaaS Based / State of HI will receive the latest 2023 GA Release @ Start of OPTIONAL Phase- Project Execution (should the State exercise this Option)	CORE EPS	OPTIONAL PHASE • Employee Travel & Expense	SaaS SOLUTION - Standard Internet Browser Compatibility	1/2024

**Enterprise Financial System (EFS) Cost Workbook
Software**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Software - Optional Additional Organizations and/or Increase/Decrease in Number of Seats / State Employees											
Solution Item #	Solution Item	Annual Unit Subscription Cost- (Per Additional SAP_FMS User) - from BASE Proposed Offering	Annual Unit Subscription Cost- (Per SAP_FMS User) - Decrease from BASE Proposed Offering	Quantity - Per Additional SAP_FMS User) Block of:	Annual Additive Subscription Cost / Per Block	Cost in FY22	Cost in FY23	Cost in FY24	Cost in FY25	Total Ongoing Costs	Total Costs
CORE PHASE(Proposed SAP SOLUTION Components)											
1	SAP_S4/ERP Cloud Suite	\$ 446.00	\$ 200.00	500	\$0						\$ -
2	SAP_S4/HANA Financial Operations CLOUD SUITE	\$ 356.00	\$ 160.00	500	\$0						\$ -
3	SAP_Ariba – Procurement Cloud Suite	\$ 54.00	\$ 24.00	500	\$0						\$ -
4	SAP_Training & Enablement CLOUD Suite	\$ 71.00	\$ 32.00	500	\$0						\$ -
5	SAP_Enterprise Reporting & Analytics Cloud Suite	\$ 285.00	\$ 128.00	500	\$0						\$ -
6	SAP_Integration Cloud Suite	N/A - Enterprise License		500	\$0						\$ -
EXPANSION PHASE(Proposed SAP SOLUTION Components)											
7	Submittable GRANTOR Management Solution	\$ 240.00	\$ 144.00	500	\$0						\$ -
8	SAP_Public Sector Budget Planning & Management Cloud Suite	\$ 320.00	\$ 141.00	100	\$0						\$ -
OPTIONAL PHASE(Proposed SAP SOLUTION Components)											
9	SAP_Concur Employee Expense Management Cloud Suite	N/A - Licensing Not based on Users- but rather Annual State Employee Expense Reports and/or Travel Authorizations		Per Travel Request or Expense Report	\$0						\$ -
Total Software						\$0	\$0	\$0	\$0	\$0	\$0

(Typical - "Annual Additive Subscription Cost / Per Block" Costs in FY22,23,24 & 25 are dependent on how many blocks of additional SAP FMS Users for each respective Solution Item- the State wants to add to the BASE - Proposed SAP_FMS Solution.

(Typical - Typical - "Annual Additive Subscription Cost / Per Block" Costs in FY22,23,24 & 25 are dependent on how many blocks of additional SAP FMS Users for each respective Solution Item- the State wants to add to the BASE - Proposed

(Typical - Typical - "Annual Additive Subscription Cost / Per Block" Costs in FY24 & 25 are dependent on how many blocks of additional Employee Travel Request/Expense Report - the State wants to add to the BASE - Proposed SAP_FMS Solution.

**Enterprise Financial System (EFS) Cost Workbook
Software**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Notes:

1. The Offer shall list the proposed software manufacturer, brand name, module name and version number for the items being proposed.
2. Costs shall include all environments (e.g., sandbox, development, testing, training, production, disaster recovery).
3. All required Software Items shall be included on this worksheet (e.g. Core EPS, Third-Party, Utility/System Management Software, Database Management System (DBMS), Data Warehouse, Other).
4. All costs associated with the purchase, delivery, installation, inspection, licenses and production of the Software components shall be loaded into the Software Cost.
5. Offerors may insert additional rows as required. It is the responsibility of the Offeror to ensure spreadsheet calculations are correct.
6. For the SaaS Hosting Option, software costing information is required only if costs will be passed to the State for payment.
7. For Offeror-Hosted Options, all software and associated warranty and maintenance documents must be purchased in the State's name. The Offeror must provide to the State all documentation related to software purchases including, but not limited to invoices, packing slips, license agreements, and other details that may be required for audit and accounting.
8. Software Items in the Software Costs table shall correspond to the Software Items in the Software Specifications table.
9. In order to accommodate growth and/or provide the capability to add/remove organizations and employees from the EPS Solution the State requires flexibility through the ability to increase/decrease capacity based on the optional addition/removal of organizations and employees in blocks of 500 employees. The number of potential additional organizations or employees (if any) are unknown; therefore, these costs will not be included in the Total Evaluated Costs.

Enterprise Financial System (EFS) Cost Workbook

Composite Rate Card

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Implementation Hourly Rates	Maintenance and Operation Services Hourly Rates
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Enterprise Financial System (EFS) Cost Workbook

Composite Rate Card

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Embedded Travel and Expenses	
Provide the Percentage of Travel and Expenses (travel, per diem, and any other related expenses) that is embedded in all Hourly Rates listed in the above tables:	Rates does not include travel and expenses. Actual expenses are billed when incurred.
Identify what Travel and Expenses are included within the Hourly Rates and define all assumptions relative to onsite and offsite travel and expenses.	Rates does not include travel and expenses. Actual expenses are billed when incurred.
Taxes	
Provide confirmation that applicable taxes are included in all rates in this Cost Workbook. Provide a detailed listing of the taxes and how they apply.	Rate includes 4.712% tax rate

Notes:

1. Use the table on this worksheet to provide Offeror/subcontractor hourly labor rates for the various classifications and grades of project personnel.
2. The Offeror may include additional titles to accurately represent the classifications it uses for describing the various classifications and grades of its personnel.
3. If your existing titles differ from those listed, please map your titles to the listed categories to the extent possible and provide your mapping reference in the Offeror Assumptions worksheet.
4. Offerors may insert additional rows as required (e.g., a Senior-Level Programmer and a Junior-Level Programmer require two separate rows). It is the responsibility of the Offeror to ensure spreadsheet calculations are correct.
5. The total of the Composite Rate Percentage columns must equal 100%.
6. Individual and composite hourly rates shall not increase greater than 5% per year.

**Enterprise Financial System (EFS) Cost Workbook
Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Implementation - Core Phase					
Description		Hours	Compo- site Rate	Total One-time Costs	
Project Schedule	Project Planning		\$0	\$0	
Project Team Training Plan			\$0	\$0	
Project Team Training			\$0	\$0	
Communication Strategy			\$0	\$0	
Configured Environments (sandbox and development)			\$0	\$0	
Project Charter			\$0	\$0	
Project Management Plan			\$0	\$0	
Work Break Down Structure			\$0	\$0	
Scope Change Management Tool			\$0	\$0	
Issue/Risk Management Tool			\$0	\$0	
Business Process Organizational Change Management Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Core Phase - Project Planning Cost				\$0	\$912,496
Travel				\$0	\$151,710
				\$0	\$0
			\$0	\$0	
Initial System Design Document	Initial Analysis and Design		\$0	\$0	
Technical Architecture Strategy			\$0	\$0	
EFS Implementation Strategy			\$0	\$0	
Business Process Re-engineering Plan			\$0	\$0	
Organizational Readiness Assessment			\$0	\$0	
Business Process Organizational Change Management Plan			\$0	\$0	
System Landscape, Technical and Business Design Strategy			\$0	\$0	
Knowledge Transfer Strategy			\$0	\$0	
End-User Training Strategy			\$0	\$0	
Requirements Traceability Matrix			\$0	\$0	
System Security Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Core Phase - Initial Analysis and Design				\$0	\$934,449
Travel			\$0	\$227,565	
			\$0	\$0	
			\$0	\$0	
Data Conversion Strategy	Final Analysis and Design		\$0	\$0	
Final System Design Document			\$0	\$0	
Knowledge Transfer Plans			\$0	\$0	
Business Intelligence Plan			\$0	\$0	
Communication Plan			\$0	\$0	
Business Continuity Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Core Phase - Final Analysis and Design				\$0	\$934,449
Travel				\$0	\$227,565
			\$0	\$0	

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Implementation Services**

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SaaS Option

			\$0	\$0
Detailed Functional and Technical Specifications, including requirements documents, use cases, and logical, data flow diagrams, architecture documents and physical data models inclusive of forms, reports, interfaces, conversions, enhancements, and workflow (FRICEW).	Configuration and Development		\$0	\$0
Test Plans: Integration, Parallel, Regression, Stress, Security and End-to-End			\$0	\$0
Test Scripts, Test Cases and Test Data			\$0	\$0
Data Conversion Plan			\$0	\$0
System Security Plan			\$0	\$0
Role-to-Position Mapping			\$0	\$0
Business Continuity Plan			\$0	\$0
End-User Training Plans			\$0	\$0
Data Governance Structure Plan			\$0	\$0
PII Data Handling Plan			\$0	\$0
External Requests Plan			\$0	\$0
Data Loss Prevention (DLP) plan			\$0	\$0
Other (specify)			\$0	\$0
Core Phase - Configuration and Development			\$0	\$3,293,600
Travel			\$0	\$151,710
			\$0	\$0
		\$0	\$0	
Test Plan: User Acceptance	Testing and Training		\$0	\$0
Training Curriculum Document			\$0	\$0
Documented Successful Testing Results			\$0	\$0
Enhanced Training Materials			\$0	\$0
Final Training Materials			\$0	\$0
Technical Documentation (including technical and architectural specifications, etc.)			\$0	\$0
End-User Training			\$0	\$0
Other (specify)			\$0	\$0
Core Phase - Testing and Training			\$0	\$5,085,200
Travel			\$0	\$455,130
		\$0	\$0	
		\$0	\$0	
System and End-User Documentation	Deployment and Go-Live Support		\$0	\$0
Post Production Support Plan			\$0	\$0
Go/No-go Meeting and Go/No-go Documentation			\$0	\$0
Final Detailed Deployment Plan			\$0	\$0
Organizational Change Management Effectiveness Assessment			\$0	\$0
Phase Closeout (to include System Tuning, Knowledge Transfer Assessment, Project Artifacts in Repository, Lessons Learned, Update Blueprint, Impact Assessment, and Transition Support to M&O Services)			\$0	\$0
Successful Deployment Documented (Final Migrated Data)			\$0	\$0
Phase			\$0	\$0
Other (specify)			\$0	\$0
Core Phase - Deployment and Go Live Support			\$0	\$2,823,800

**Enterprise Financial System (EFS) Cost Workbook
Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Travel			\$0	\$303,420
			\$0	\$0
			\$0	\$0
Warranty Services				No Charge
Total Implementation - Core Phase		0		\$15,501,094

Implementation - Expansion Phase					
Description		Hours	Compo- site Rate	Total One-time Costs	
Project Schedule	Project Planning		\$0	\$0	
Project Team Training Plan			\$0	\$0	
Project Team Training			\$0	\$0	
Communication Strategy			\$0	\$0	
Configured Environments (sandbox and development)			\$0	\$0	
Project Management Plan			\$0	\$0	
Business Process Organizational Change Management Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Expansion Phase - Project Planning				\$0	\$31,200
Travel				\$0	\$12,965
			\$0	\$0	
			\$0	\$0	
Initial System Design Document	Initial Analysis and Design		\$0	\$0	
Technical Architecture Strategy			\$0	\$0	
EFS Implementation Strategy			\$0	\$0	
Business Process Re-engineering Plan			\$0	\$0	
Organizational Readiness Assessment			\$0	\$0	
Business Process Organizational Change Management Plan			\$0	\$0	
System Landscape, Technical and Business Design Strategy			\$0	\$0	
Knowledge Transfer Strategy			\$0	\$0	
End-User Training Strategy			\$0	\$0	
Requirements Traceability Matrix			\$0	\$0	
System Security Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Expansion Phase - Initial Analysis and Design				\$0	\$90,400
Travel				\$0	\$19,448
			\$0	\$0	
			\$0	\$0	
Data Conversion Strategy	Final Analysis and Design		\$0	\$0	
Final System Design Document			\$0	\$0	
Knowledge Transfer Plans			\$0	\$0	
Business Intelligence Plan			\$0	\$0	
Communication Plan			\$0	\$0	
Business Continuity Strategy			\$0	\$0	
Data Governance Structure Plan			\$0	\$0	
PII Data Handling Plan			\$0	\$0	

**Enterprise Financial System (EFS) Cost Workbook
Implementation Services**

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SaaS Option

External Requests Plan			\$0	\$0
Data Loss Prevention (DLP) plan			\$0	\$0
Other (specify)			\$0	\$0
Expansion Phase - Final Analysis and Design			\$0	\$90,400
Travel			\$0	\$19,448
			\$0	\$0
			\$0	\$0
Detailed Functional and Technical Specifications, including requirements documents, use cases, and logical, data flow diagrams, architecture documents and physical data models inclusive of forms, reports, interfaces, conversions, enhancements, and workflow (FRICEW).	Configuration and Development		\$0	\$0
Test Plans: Integration, Parallel, Regression, Stress, Security and End-to-End			\$0	\$0
Test Scripts, Test Cases and Test Data			\$0	\$0
Data Conversion Plan			\$0	\$0
System Security Plan			\$0	\$0
Role-to-Position Mapping			\$0	\$0
Business Continuity Plan			\$0	\$0
End-User Training Plans			\$0	\$0
Other (specify)			\$0	\$0
Expansion Phase - Configuration and Development			\$0	\$192,000
Travel			\$0	\$12,965
			\$0	\$0
			\$0	\$0
Test Plan: User Acceptance		Testing and Training		\$0
Training Curriculum Document			\$0	\$0
Documented Successful Testing Results			\$0	\$0
Enhanced Training Materials			\$0	\$0
Final Training Materials			\$0	\$0
Technical Documentation (including technical and architectural specifications, etc.)			\$0	\$0
End-User Training			\$0	\$0
Other (specify)			\$0	\$0
Expansion Phase - Testing and Training			\$0	\$249,600
Travel			\$0	\$38,895
		\$0	\$0	
		\$0	\$0	
System and End-User Documentation	Deployment and Go-Live Support		\$0	\$0
Post Production Support Plan			\$0	\$0
Go/No-go Meeting and Go/No-go Documentation			\$0	\$0
Final Detailed Deployment Plan			\$0	\$0
Organizational Change Management Effectiveness Assessment			\$0	\$0
Phase Closeout (to include System Tuning, Knowledge Transfer Assessment, Project Artifacts in Repository, Lessons Learned, Update Blueprint, Impact Assessment, and Transition Support to M&O Services			\$0	\$0
Successful Deployment Documented (Final Migrated Data)			\$0	\$0
Phase			\$0	\$0

**Enterprise Financial System (EFS) Cost Workbook
Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Other (specify)			\$0	\$0
Expansion Phase - Deployment and Go Live Support				\$410,800
Travel			\$0	\$25,930
			\$0	\$0
			\$0	\$0
Warranty Services				No Charge
Total Implementation - Expansion Phase		0		\$1,194,050

Implementation - Optional Phase					
Description		Hours	Compo- site Rate	Total One-time Costs	
Project Schedule	Project Planning		\$0	\$0	
Project Team Training Plan			\$0	\$0	
Project Team Training			\$0	\$0	
Communication Strategy			\$0	\$0	
Configured Environments (sandbox and development)			\$0	\$0	
Project Management Plan			\$0	\$0	
Business Process Organizational Change Management Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Optional Phase - Project Planning				\$0	\$29,200
Travel				\$0	\$6,386
				\$0	\$0
			\$0	\$0	
Initial System Design Document	Initial Analysis and Design		\$0	\$0	
Technical Architecture Strategy			\$0	\$0	
EFS Implementation Strategy			\$0	\$0	
Business Process Re-engineering Plan			\$0	\$0	
Organizational Readiness Assessment			\$0	\$0	
Business Process Organizational Change Management Plan			\$0	\$0	
System Landscape, Technical and Business Design Strategy			\$0	\$0	
Knowledge Transfer Strategy			\$0	\$0	
End-User Training Strategy			\$0	\$0	
Requirements Traceability Matrix			\$0	\$0	
System Security Strategy			\$0	\$0	
Other (specify)			\$0	\$0	
Optional Phase-Initial Analysis and Design				\$0	\$73,600
Travel				\$0	\$9,579
				\$0	\$0
			\$0	\$0	
Data Conversion Strategy			\$0	\$0	
Final System Design Document			\$0	\$0	
Knowledge Transfer Plans			\$0	\$0	
Business Intelligence Plan			\$0	\$0	
Communication Plan			\$0	\$0	
Business Continuity Strategy			\$0	\$0	

**Enterprise Financial System (EFS) Cost Workbook
Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Data Governance Structure Plan	Final Analysis and Design		\$0	\$0
PII Data Handling Plan			\$0	\$0
External Requests Plan			\$0	\$0
Data Loss Prevention (DLP) plan			\$0	\$0
Other (specify)			\$0	\$0
Optional Phase-Final Analysis and Design			\$0	\$73,600
Travel			\$0	\$9,579
			\$0	\$0
		\$0	\$0	
Detailed Functional and Technical Specifications, including requirements documents, use cases, and logical, data flow diagrams, architecture documents and physical data models inclusive of forms, reports, interfaces, conversions, enhancements, and workflow (FRICEW).	Configuration and Development		\$0	\$0
Test Plans: Integration, Parallel, Regression, Stress, Security and End-to-End			\$0	\$0
Test Scripts, Test Cases and Test Data			\$0	\$0
Data Conversion Plan			\$0	\$0
System Security Plan			\$0	\$0
Role-to-Position Mapping			\$0	\$0
Business Continuity Plan			\$0	\$0
End-User Training Plans			\$0	\$0
Other (specify)			\$0	\$0
Optional Phase - Configuration and Development			\$0	\$294,000
Travel			\$0	\$6,386
			\$0	\$0
			\$0	\$0
			\$0	\$0
Test Plan: User Acceptance	Testing and Training		\$0	\$0
Training Curriculum Document			\$0	\$0
Documented Successful Testing Results			\$0	\$0
Enhanced Training Materials			\$0	\$0
Final Training Materials			\$0	\$0
Technical Documentation (including technical and architectural specifications, etc.)			\$0	\$0
End-User Training			\$0	\$0
Other (specify)			\$0	\$0
Optional Phase - Testing and Training				\$157,600
Travel			\$0	\$19,157
			\$0	\$0
		\$0	\$0	
		\$0	\$0	
System and End-User Documentation	Deployment and Go-Live Support		\$0	\$0
Post Production Support Plan			\$0	\$0
Go/No-go Meeting and Go/No-go Documentation			\$0	\$0
Final Detailed Deployment Plan			\$0	\$0
Organizational Change Management Effectiveness Assessment			\$0	\$0
Phase Closeout (to include System Tuning, Knowledge Transfer Assessment, Project Artifacts in Repository, Lessons Learned, Update Blueprint, Impact Assessment, and Transition Support to M&O Services			\$0	\$0
			\$0	\$0

**Enterprise Financial System (EFS) Cost Workbook
Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Successful Deployment Documented (Final Migrated Data)			\$0	\$0
Phase			\$0	\$0
Other (specify)			\$0	\$0
Optional Phase - Deployment and Go Live Support				\$284,800
Travel			\$0	\$12,772
			\$0	\$0
			\$0	\$0
Warranty Services				No Charge
Total Implementation - Optional Phase		0		\$976,658

Total Services -Core, Expansion, Optional				\$17,671,802
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Notes:

1. All tasks associated with the Implementation Services proposed shall be included in the total one-time cost
2. Total one-time costs for optional functionality shall only be entered in the appropriate table above.

Enterprise Financial System (EFS) Cost Workbook
Ongoing Services

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Maintenance and Operations Services								
Description	Cost in FY21 (through and including 6-30-21)	At-Risk Fee Reduction Amount, FY21	Cost in FY22	Cost in FY23	Cost in FY24	Cost in FY25	Total Ongoing Costs	Total At-Risk Fee Reduction Amounts
Composite Rate for M&O Services	\$0	NA	\$0	\$0	\$0	\$0		
Core Phase M&O Services		\$0			\$251,309	\$251,309	\$502,618	\$0
Expansion Phase M&O Services		\$0			\$12,565	\$12,565	\$25,131	\$0
Optional Phase M&O Services		\$0					\$0	\$0
SaaS Option		\$0					\$0	\$0
Total M&O Services	\$0	\$0	\$0	\$0	\$263,874	\$263,874	\$527,748	\$0

Ongoing Services Options								
Business Process Outsourcing		\$0					\$0	\$0
Project Team Facilities		\$0					\$0	\$0
Ongoing Services Options	\$0							

Total Costs	\$0	\$0	\$0	\$0	\$263,874	\$263,874	\$527,748	\$0
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Enterprise Financial System (EFS) Cost Workbook
Ongoing Services

Labyrinth Solutions, Inc. d/b/a LSI Consulting

SaaS Option

Notes:

1. The Offeror shall base each payment schedule on its own proposed timeline and costs.
2. All tasks associated with the M&O services proposed shall be included in the total ongoing costs for that service.
3. The Offeror is required to hold pricing firm throughout the term of the agreement, including Optional renewal terms, without regard to the estimated annual percentages.
4. It is the responsibility of the Offeror to ensure spreadsheet calculations are correct.

**Enterprise Financial System (EFS) Cost Workbook
Payment Schedule - Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting
SaaS Option

15%

Core Phase Payment Schedule																					
Payment Item #	Deliverable #	Name of Deliverable	Deliverable Group	Maximum Percentage for each Deliverable Group	Percent of Cost in FY21	Percent of Cost in FY22	Percent of Cost in FY23	Percent of Cost in FY24	Percent of Cost in FY25	Total Percent of Cost (Not to Exceed the Maximum Percentage)	Cost in FY21	Cost in FY22	Cost in FY23	Cost in FY24	Cost in FY25	Total Cost	Retainage Amount (15%)	Payment Amount			
1	1	Project Schedule	Project Planning	10%						10.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
2	2	Project Team Training Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3	3	Project Team Training											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4	4	Communication Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
5	5	Configured Environments (sandbox and development)											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6	6	Project Charter											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	7	Project Management Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8	8	Work Break Down Structure					10.0%						\$1,550,109	\$0	\$0	\$0	\$0	\$0	\$1,550,109	\$232,516	\$1,317,593
9	9	Scope Change Management Tool											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10	10	Issue/Risk Management Tool											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
11	11	Business Process Organizational Change Management Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other (specify)								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
12	12	Initial System Design Document	Initial Analysis and Design	10%						10.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
13	13	Technical Architecture Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
14	14	EFS Implementation Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
15	15	Business Process Re-engineering Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
16	16	Organizational Readiness Assessment											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
17	17	Business Process Organizational Change Management Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
18	18	System Landscape, Technical and Business Design Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
19	19	Knowledge Transfer Strategy					10.0%						\$1,550,109	\$0	\$0	\$0	\$0	\$0	\$1,550,109	\$232,516	\$1,317,593
20	20	End-User Training Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
21	21	Requirements Traceability Matrix											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
22	22	System Security Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		Other (specify)								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
23	23	Data Conversion Strategy	Final Analysis and Design	15%						15.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
24	24	Final System Design Document											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
25	25	Knowledge Transfer Plans											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
26	26	Business Intelligence Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
27	27	Communication Plan					10.0%	5.0%					\$1,550,109	\$775,055	\$0	\$0	\$0	\$2,325,164	\$348,775	\$1,976,389	
28	28	Business Continuity Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		Other (specify)											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
29	29	Detailed Functional and Technical Specifications, including requirements documents, use cases, and logical, data flow diagrams, architecture documents and physical data models inclusive of forms, reports, interfaces, conversions, enhancements, and workflow (FRICEW).									\$0	\$0	\$0	\$0	\$0	\$0	\$0				
30	30	Test Plans: Integration, Parallel, Regression, Stress, Security, and End-to-End									\$0	\$0	\$0	\$0	\$0	\$0	\$0				
31	31	Test Scripts, Test Cases and Test Data									\$0	\$0	\$0	\$0	\$0	\$0	\$0				
32	32	Data Conversion Plan									\$0	\$0	\$0	\$0	\$0	\$0	\$0				
33	33	System Security Plan									\$0	\$0	\$0	\$0	\$0	\$0	\$0				

**Enterprise Financial System (EFS) Cost Workbook
Payment Schedule - Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting
SaaS Option

15%

Expansion Phase Payment Schedule																				
Payment Item #	Deliverable #	Name of Deliverable	Deliverable Group	Maximum Percentage for each Deliverable Group	Percent of Cost in FY21	Percent of Cost in FY22	Percent of Cost in FY23	Percent of Cost in FY24	Percent of Cost in FY25	Total Percent of Cost (Not to Exceed the Maximum Percentage)	Cost in FY16	Cost in FY17	Cost in FY18	Cost in FY19	Cost in FY20	Total Cost	Retainage Amount (15%)	Payment Amount		
56	1	Project Schedule	Project Planning	10%						10.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
57	2	Project Team Training Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
58	3	Project Team Training											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
59	4	Communication Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
60	5	Configured Environments (sandbox and development)											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
61	6	Project Management Plan							10.0%				\$0	\$0	\$119,405	\$0	\$0	\$119,405	\$17,911	\$101,494
62	7	Business Process Organizational Change Management Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other (specify)											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
													\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
													\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
63	8	Initial System Design Document	Initial Analysis and Design	10%						10.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
64	9	Technical Architecture Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
65	10	EFS Implementation Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
66	11	Business Process Re-engineering Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
67	12	Organizational Readiness Assessment											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
68	13	Business Process Organizational Change Management Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
69	14	System Landscape, Technical and Business Design Strategy							10.0%				\$0	\$0	\$119,405	\$0	\$0	\$119,405	\$17,911	\$101,494
70	15	Knowledge Transfer Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
71	16	End-User Training Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
72	17	Requirements Traceability Matrix											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
73	18	System Security Strategy								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
		Other (specify)								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
74	19	Data Conversion Strategy	Final Analysis and Design	15%						15.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
75	20	Final System Design Document											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
76	21	Knowledge Transfer Plans											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
77	22	Business Intelligence Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
78	23	Communication Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
79	24	Business Continuity Strategy											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
80	25	Data Governance Structure Plan						5.0%	10.0%				\$0	\$59,703	\$119,405	\$0	\$0	\$179,108	\$26,866	\$152,241
81	26	PII Data Handling Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
82	27	External Requests Plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
83	28	Data Loss Prevention (DLP) plan											\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		Other (specify)								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
84	29	Detailed Functional and Technical Specifications, including requirements documents, use cases, and logical, data flow diagrams, architecture documents and physical data models inclusive of forms, reports, interfaces, conversions, enhancements, and workflow (FRICEW).								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
85	30	Test Plans: Integration, Parallel, Regression, Stress, Security, and End-to-End								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
86	31	Test Scripts, Test Cases and Test Data								\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			

**Enterprise Financial System (EFS) Cost Workbook
Payment Schedule - Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting
SaaS Option

																		15%	
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
										\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
150	44	System and End-User Documentation	Deployment and Go-Live Support	20%						20.0%	20.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
151	45	Post Production Support Plan			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0			
152	46	Go/No-go Meeting and Go/No-go Documentation			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0			
153	47	Final Detailed Deployment Plan			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0			
154	48	Organizational Change Management Effectiveness Assessment			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0			
155	49	Phase Closeout (to include System Tuning, Knowledge Transfer Assessment, Project Artifacts in Repository, Lessons Learned, Update Blueprint, Impact Assessment, and Transition Support to M&O Services)			\$0	\$0	\$0	\$195,332	\$0	\$195,332		\$29,300	\$166,032						
156	50	Successful Deployment Documented (Final Migrated Data)			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0						
157	51	Phase			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0						
		Other (specify)			\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0						
					\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0						
			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0									
			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0									
			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0									
			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0									
Optional Phase Totals				100%	0%	0%	0%	100%	0%	75%	\$0	\$0	\$0	\$976,658	\$0	\$976,658	\$146,499	\$830,159	

Retained amount to be paid out at final acceptance																			\$2,650,770							
Grand Total - Core, Expansion, and Optional Phases																				\$4,650,328	\$6,260,140	\$5,784,676	\$976,658	\$0	\$17,671,802	\$15,021,031

**Enterprise Financial System (EFS) Cost Workbook
Payment Schedule - Implementation Services**

Labyrinth Solutions, Inc. d/b/a LSI Consulting
SaaS Option

15%

Notes:

1. The Offeror shall list all deliverables as part of its proposed solution.
2. The percentages listed for the minimum list of deliverables above may not exceed the Maximum Percentages for each Deliverable Group, but can be decreased to allow for additional deliverables and associated percentages. The Percentage Total for each Deliverable and Deliverable Group shall not exceed 100%.
3. The Offeror is required to hold pricing firm throughout the term of the agreement, including optional renewal terms, without regard to the estimated annual percentages.
4. Deliverables shall be considered to have received acceptance subject to a 15% retainage which shall be paid upon acceptance of each
5. Offerors must at a minimum use the Deliverables listed above from the Minimum Deliverables List in the RFP. Offerors may add to the list in alignment with their Proposed Phase Plans, or they may use a Minimum Deliverable on multiple rows. However, Offerors must not change the deliverable numbers of the Minimum Deliverables list.
6. The Offeror may insert additional rows as required. It is the responsibility of the Offeror to ensure spreadsheet calculations are correct.

Enterprise Financial System (EFS) Cost Workbook

Offeror Assumptions

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Item #	Offer Section, Page, Paragraph	Description	Rationale, including Cost Impact if Assumption is not valid
1	Ongoing Services Tab	Ongoing support hours is estimated at a minimum. A Post Go Live Assessment will be provided to determine if additional ongoing support hours will be required.	
2	Ongoing Services Tab	For core phase, 1,920 support hours is estimated for each year for Year 4 (2024) and Year 5 (2025)	
3	Ongoing Services Tab	For expansion phase, 96 support hours is estimated for Year 4 (2024) AND Year 5 (2025).	
4	Ongoing Services Tab	Additional Support hours needed can be billed using the Composite Rate Card	
5	Implementation Services Tab	Technical Development and Reporting is at a maximum 46,800 hours.	
6	Ongoing Services Tab	Project Team Facilities will be supplied by the State.	
7	Software Tab	Appendix I - Number of End Users was used as aReference to determine SaaS Licensing Requirements for the Proposed SAP FMS Solution	The Following Assumptions we made to provide the BASE SaaS Licensing
8	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	Up to 1,600 State Users may access and utilize the Proposed SAP FMS Solution
9	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	SAP Public Sector Budgeting Cloud Licensing = Up to \$16B Annual Budget Coverage over the LSI Proposed - Initial Term (through FY25 to the State for the SaaS Licensing Fees for this SAP SOLUTION Component

Enterprise Financial System (EFS) Cost Workbook

Offeror Assumptions

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10	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	For the provided SAP LearningHUB 24x7x365 On-Demand, Self-Service Training & Enablement Solution SaaS Licensing - <ul style="list-style-type: none"> • (25) CORE State of HI Project Team Members- for FY22,23 & 24 are Included
11	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	For the provided SAP _EnableNow Solution Component within the SAP_Training & Enablement Cloud Suite - <ul style="list-style-type: none"> • (1,600) State of HI Next-Gen FMS SAP SOLUTION Users are included
12	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	For the provided SAP _Enterprise Reporting and Analytics Cloud Suite - the following SaaS Licensing has been included: <ul style="list-style-type: none"> • (5) State Power-Users - SAP Analytics Planning & Predictive Cloud Application • (1,600) State Power-Users - SAP Analytics Predictive Cloud Application • (1,600) State of HI FMS Users - SAP Analytics HUB • (1) SAP Digital Board Room Application License • (1) Enterprise SAP Data Warehouse Cloud (1TByte)

Enterprise Financial System (EFS) Cost Workbook

Offeror Assumptions

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13	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	For the provided SAP_Integration Cloud Suite - <ul style="list-style-type: none"> • (1) Enterprise License/ Unlimited Users (either the State of HI and/or LSI) for all Application --> <--- Application & Data --> <-- Data Integration requirements within the new, Proposed SAP_FMS Solution
14	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE) - OPTIONAL PHASE	For the provided SAP_Concur Employee Expense Cloud Suite <ul style="list-style-type: none"> • Licensing for up to 16,000 State of HI Employee Expense Reports and/or Travel Authorizations per Year (** If State executes the OPTIONAL PHASE)
15	Software Tab	Proposed SAP FMS SOLUTION Users in Cost TAB #2(SOFTWARE)	For the provided SAP_Integration Cloud Suite - <ul style="list-style-type: none"> • (1) Enterprise License/ Unlimited Users (either the State of HI and/or LSI) for all Application --> <--- Application & Data --> <-- Data Integration requirements within the new, Proposed SAP_FMS Solution
16	Software Tab	Proposed Grantor Software License Cost TAB #2	Submittal Grantor Application is a 3rd Party Application, and is licensed based on Form Submission and Users. We have designated 9 Administrative Seats + 36 Team Seats + Up to 8,000 Submissions with 3 Projects. This can be adjusted at time of negotiation as required by the State

Enterprise Financial System (EFS) Cost Workbook

Offeror Assumptions

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SaaS Option

17	Total Cost Summary Tab	Tax	Tax Rate of 4.712% has been applied to all applicable components including Software, Ongoing Services, and Implementation Services.

Enterprise Financial System (EFS) Cost Workbook

Offeror Assumptions

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SaaS Option

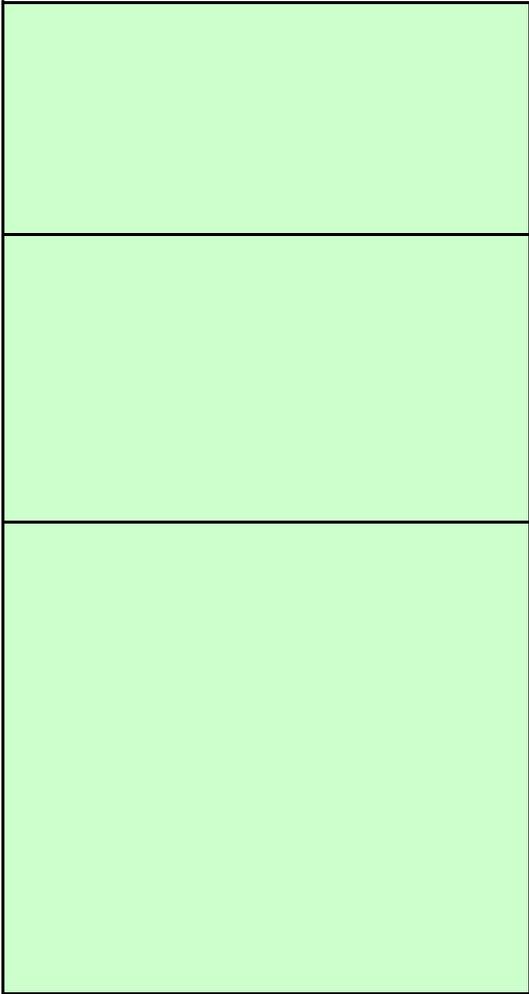
Notes:

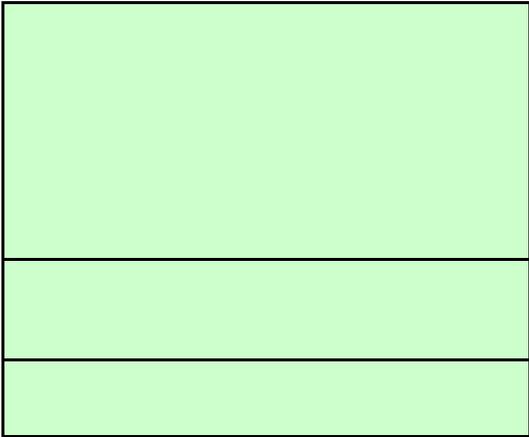
1. The Offeror is required to state all assumptions upon which its pricing is being determined. At a minimum, assumptions and rationale for each cost component. Insert as many lines as necessary to ensure all concerns are accurately expressed statutory requirements of the "State Attorney General (AG) General Conditions."

2. The Offeror shall provide pricing consistent with the following:
 - Apply the pricing in accordance with the State's RFP specifications, requirements, terms and conditions (including "Exhibit 5, State Attorney General (AG) General Conditions," and "Exhibit 6, Selected Supplemental Conditions")
 - Clearly identify and explain all of the pricing assumptions made, upon which pricing is predicated including the cost/pricing rationale. All assumptions must be valid.
 - State if any charge is subject to Offeror Exceptions, and clearly specify those provisions and quantify their impact upon the pricing.

3. Offeror shall specify any potential Overage Charges and the pre-notification to the State if the State is nearing a trigger maximum, number of transactions maximum, bandwidth maximum).

Exact Proposed Alternative or Additional Language to Insert into Agreement (Highlight in Yellow)





shall include a description of the cost basis
d. Assumptions shall not conflict with the

bit 4, General Provisions for Goods and
ental General Conditions”).
ng impact if the assumption turns out not to
the charges.

(e.g. storage maximum, number of end-user

**Enterprise Financial System (EFS) Cost Workbook
Software**

Insert Offeror Name on Table of Contents worksheet

Select Hosting Option on Table of Contents worksheet

Guaranteed Total Cost of Ownership - Proposed SAP FMS Solution SaaS Subscription Fees

Software Licensing and Support													
1st 5-year Proposed SAP EFS Solution Licensing Renewal/ Annual Payments							2nd 5-year Proposed SAP EFS Solution Licensing Renewal/ Annual Payments						
Solution Item #	Solution Description	Cost in FY26	Cost in FY27	Cost in FY28	Cost in FY29	Cost in FY30	1st 5-Year Subscription Renewal - TOTAL Cost to the State	Cost in FY31	Cost in FY32	Cost in FY33	Cost in FY34	Cost in FY35	2nd 5-Year Subscription Renewal - TOTAL Cost to the State
CORE PHASE(Proposed SAP SOLUTION Components)													
1	SAP_S4/ERP Cloud Suite	\$ 599,144.00	\$ 599,144.00	\$ 599,144.00	\$ 599,144.00	\$ 599,144.00	\$2,995,720	\$ 641,085.00	\$ 641,085.00	\$ 641,085.00	\$ 641,085.00	\$ 641,085.00	\$3,205,425
2	SAP_S4/HANA Financial Operations CLOUD SUITE	\$ 420,188.00	\$ 420,188.00	\$ 420,188.00	\$ 420,188.00	\$ 420,188.00	\$2,100,940	\$ 449,602.00	\$ 449,602.00	\$ 449,602.00	\$ 449,602.00	\$ 449,602.00	\$2,248,010
3	SAP_Ariba – Procurement Cloud Suite	\$ 61,645.00	\$ 61,645.00	\$ 61,645.00	\$ 61,645.00	\$ 61,645.00	\$308,225	\$ 65,961.00	\$ 65,961.00	\$ 65,961.00	\$ 65,961.00	\$ 65,961.00	\$329,805
4	SAP_Training & Enablement CLOUD Suite	\$ 102,471.00	\$ 102,471.00	\$ 102,471.00	\$ 102,471.00	\$ 102,471.00	\$512,355	\$ 109,644.00	\$ 109,644.00	\$ 109,644.00	\$ 109,644.00	\$ 109,644.00	\$548,220
5	SAP_Enterprise Reporting & Analytics Cloud Suite	\$ 176,974.00	\$ 176,974.00	\$ 176,974.00	\$ 176,974.00	\$ 176,974.00	\$884,870	\$ 189,363.00	\$ 189,363.00	\$ 189,363.00	\$ 189,363.00	\$ 189,363.00	\$946,815
6	SAP_Integration Cloud Suite	\$ 196,250.00	\$ 196,250.00	\$ 196,250.00	\$ 196,250.00	\$ 196,250.00	\$981,250	\$ 209,988.00	\$ 209,988.00	\$ 209,988.00	\$ 209,988.00	\$ 209,988.00	\$1,049,940
EXPANSION PHASE(Proposed SAP SOLUTION Components)													
7	SAP_Public Sector Budget Planning & Management Cloud Suite	\$ 204,988.00	\$ 204,988.00	\$ 204,988.00	\$ 204,988.00	\$ 204,988.00	\$1,024,940	\$ 219,338.00	\$ 219,338.00	\$ 219,338.00	\$ 219,338.00	\$ 219,338.00	\$1,096,690
8	*** GRANTOR Management	\$ 122,592.00	\$ 122,592.00	\$ 122,592.00	\$ 122,592.00	\$ 122,592.00	\$612,960	\$ 128,722.00	\$ 128,722.00	\$ 128,722.00	\$ 128,722.00	\$ 128,722.00	\$643,610
Total Software -Beyond Base Term		\$1,884,252	\$1,884,252	\$1,884,252	\$1,884,252	\$1,884,252	\$9,421,260	\$2,013,703	\$2,013,703	\$2,013,703	\$2,013,703	\$2,013,703	\$10,068,515
OPTIONAL PHASE(Proposed SAP SOLUTION Components)													
9	SAP_Concur Employee Expense Management Cloud Suite	\$ 175,543.00	\$ 175,543.00	\$ 175,543.00	\$ 175,543.00	\$ 175,543.00	\$877,715	\$ 181,336.00	\$ 181,336.00	\$ 181,336.00	\$ 181,336.00	\$ 181,336.00	\$906,680
							\$0						\$0
							\$0						\$0
							\$0						\$0
							\$0						\$0
							\$0						\$0

**Enterprise Financial System (EFS) Cost Workbook
Software**

Insert Offeror Name on Table of Contents worksheet

Select Hosting Option on Table of Contents worksheet

Total Software -Beyond Base Term(FY21-FY25) + **OPTIONAL** PHASE	\$2,059,795	\$2,059,795	\$2,059,795	\$2,059,795	\$2,059,795	<u>\$10,298,975</u>		\$2,195,039	\$2,195,039	\$2,195,039	\$2,195,039	\$2,195,039	<u>\$10,975,195</u>
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**STATE OF HAWAII DEPARTMENT OF ACCOUNTING
AND GENERAL SERVICES, OFFICE OF ENTERPRISE
TECHNOLOGY SERVICES RFP-2020**



LSI Consulting

Innovative SAP Solutions for Public Enterprises



**STATE OF HAWAII DEPARTMENT OF GENERAL SERVICES, OFFICE OF ENTERPRISE TECHNOLOGY
SERVICES SOCILITATION #RFP-ERP-2020 FOR AN ENTERPRISE FINANCIAL SOLUTION**

LSI Consulting Response to #RFP-ERP-2020 for an Enterprise Financial Solution.

Responses to questions posed during oral presentation on April 9, 2020. *Note Times in PST

1. **Question From Misti Hirasa to Everyone: 11:27 AM**
Does the solution use containers or virtual machines?

LSI Response - The solution uses virtual machines.

2. **Question From Misti Hirasa to Everyone: 11:27 AM**
Is any automation used in provisioning and updating these environments?

LSI Response - Yes, we use Cloud based automations tools. Example for AWS is CloudFormation for provisioning stacks and Systems Manager for automating operational tasks.

3. **Question From Misti Hirasa to Everyone: 11:27 AM**
Does testing include automated tests (unit, system, load, regression etc.) during the implementation and for post go-live updates and enhancements?

If so:

Will the tests and tools be available for the state to utilize, run, as well as be able to edit for future needs?

LSI Response – Yes, all the tools and systems resources that will be used during the project implementation will be available for the State to use later on.

If you have a standard suite of automated tests, will tests unique to the state be added as needed?

LSI Response - Yes, LSI typically works with the tools that client already owns for test scripts and testing or will recommend a tool based on previous experiences. LSI will guide the State throughout the testing process from start to finish and will work with you on the testing tools as well as bring many test scripts used from our other State implementations and prior experience with numerous Public Sector ERP transformation projects.

What test automation and run tools do you use?

LSI Response - As part of proposal there are several automation tools LSI implements for data loads, monitoring, scheduling such as migration cockpit, integration automation through Cloud Platform Integration, Job Scheduling and back up tools through in-built SAP tools. For regression



testing LSI works with the exiting tools client has or will recommend a tool based on past experiences.

4. Question From Misti Hirasa to Everyone: 11:28 AM

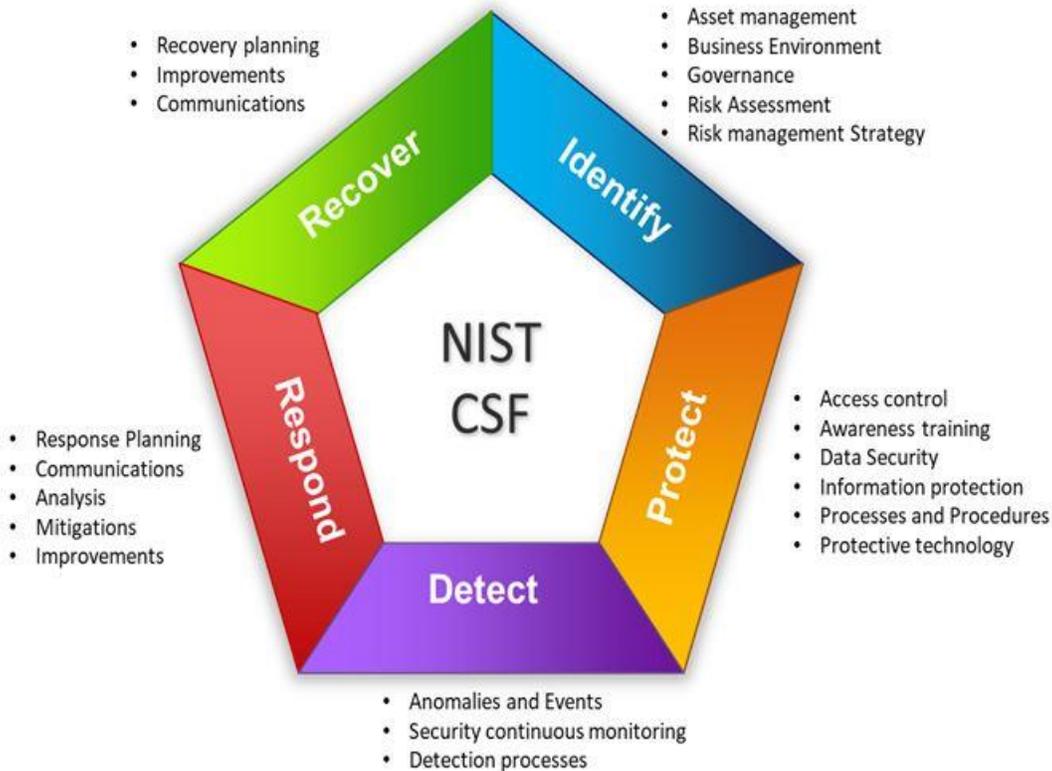
Does the overall cloud solution use and have dependencies to AWS platform services? Or is it possible to migrate the solution to another cloud provider?

LSI Response - The solution does not have any dependencies on any hyperscaler. We can migrate to AWS, Azure or GCP.

5. Question From Marc K Masuno to Everyone: 11:30 AM

What security framework are the auditors auditing from?

LSI Response - We follow the NIST/CSF Framework. We also have an Information Security Plan which outlines our policies governing LSI's IT standards and practices.



6. Question From Jennifer E Halaszyn to Everyone: 11:56 AM

How many different SSO methods can your system support?

LSI Response - Any SSO method that is compatible with SAML 2.0 authentication can be used. MFA is also supported.



7. Question From Keith Kogachi to Everyone: 12:01 PM

What validation checks are inherent in the system to validate the UCOA number when say, for example, posting a journal entry?

LSI Response – Validation checks for all master data, i.e. UCOA number, cost center, etc. is standard functionality to the SAP application.

8. Question From Leila A Kagawa to Everyone: 12:02 PM

What would be the purpose for changing the title of a GL account? Will the history of that account be saved -- can I go back historically to look at what the previous characteristics of the account?

LSI Response - Changing the description in a GL account is a demonstration of the ease of use for making changes. Historical information is stored in the database included the old and new values and the person who made the change.

9. Question From Keith Kogachi to Everyone: 12:09 PM

Follow-up on UCOA validation checks - are these hard stop controls?

LSI Response – Yes, invalid master data will not be allowed to be posted.

10. Question From Jennifer E Halaszyn to Everyone: 12:21 PM

Regarding pool cash - how does system determine which funds will be getting allocation of interest? Not all funds can participate in pool.

LSI Response – You can create a group of accounts which receive distributable investment income from external sources. The program reads the grouped GL Accounts to determine the income to be distributed.

11. Question From Jennifer E Halaszyn to Everyone: 12:21 PM

Where is it getting the interest amounts to distribute?

LSI Response – Interest is pulled from the Interest Revenue GL account.

12. Question From Jennifer E Halaszyn to Everyone: 12:25 PM

Also on investment income distribution - Can various separate pools be created, such as only for general fund, for the proceeds of each bond sale, etc. so the interest from the investments for those pools are only credited to those pools?

LSI Response - Absolutely. You can have multiple pools of cash. You can decide which funds participate in the pool and exclude funds that do not. Typically, an indicator can be created in the master data of the fund.



13. Question From Leila A Kagawa to Everyone: 12:27 PM
Can you upload via spreadsheet multiple transactions?

LSI Response – Yes, you may upload journal entries from a spreadsheet.

14. Question From Jennifer E Halaszyn to Everyone: 12:30 PM
Regarding approval of JE process. How refined can approval process be? Can we set limits on type of acct or amount?

LSI Response - The approval process can be as detailed as you want. You can set approvals based on department, account, amount, fund, grant, etc.

15. Question From Jennifer E Halaszyn to Everyone: 12:49 PM
Regarding closing process. does SAP have a "task list" by user?

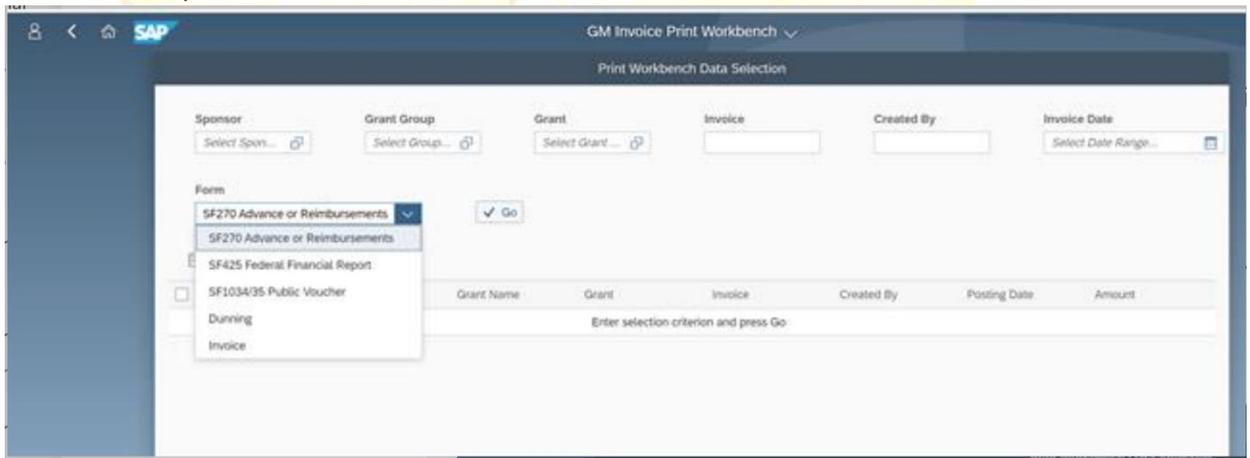
LSI Response – Yes, the SAP Closing Cockpit allows for a Task List to be created and assigned responsibilities to user.

16. Question From Leila A Kagawa to Everyone: 1:14 PM
Is there a link to grants.gov and does system have ability to do the financial reporting forms required by sponsors (SF 425, SF 272)?

LSI Response - A grants.gov link is available in the separate proposals system called Submittable. This tool is included in our proposal and will be deployed utilizing our resources with your organizational input.

Additional LSI Comment - Government forms can be configured using the Forms Tool. For example: Government forms such as SF425 can be configured.

Additional LSI Comment – Please see the below Example of the Grants Financial Accounting Form from the SAP System.





17. Question From Leila A Kagawa to Everyone: 1:15 PM

Can you prepare SEFA based on information in the grants module?

LSI Response – Yes, the SEFA report can be created using the CFDA# in the grant master data.

18. Question From Leila A Kagawa to Everyone: 1:16 PM

Can cost sharing information/maintenance of effort be pulled in from other data sets in the system?

LSI Response – Yes, cost sharing of various kinds can be set up and posted in the system.

19. Question From Keith Kogachi to Everyone: 1:16 PM

Regarding funds availability - when processing an invoice or journal voucher, etc. how does the funds availability validation work? Based on one of the tables that was displayed, it appeared that funds availability could be overridden depending on the user so invoices could be paid and journal vouchers could be processed, etc. even when no funds are available? Please clarify.

LSI Response - Once availability control is activated; it will always check all transactional positions. However, in the demo the requirements the State requested to be demonstrated if a user override is available, and that information was shown to you. The override is only for exceptions, i.e. for payroll related postings.

Additional LSI Comment - Most users are not exempted from Availability Control. It is possible to have user-based override or override based on other attributes like payroll GL Accounts. Overrides are based on configurable rules.

20. Question From Leila A Kagawa to Everyone: 1:19 PM

Can the indirect rate be applied to expenditures/commitments as they are recorded?

LSI Response - Indirect cost is typically a periodic process but SAP is coming out with a function for real time overhead. You can use various bases such as TDC and MTDC.

21. Question From Leila A Kagawa to Everyone: 1:20 PM

For indirect cost set-up, does it include the base (MTDC, Salaries & Wages), in addition to the percentage rate?

LSI Response - Indirect cost is typically a periodic process but SAP is coming out with a function for real time overhead. You can use various bases such as TDC and MTDC.

22. Question From Neil Miyahira to Everyone: 1:34 PM

Does it do cash requirements projections?

LSI Response - There is a cash and liquidity management module for cash projections.

23. Question From Jennifer E Halaszyn to Everyone: 1:35 PM

Can expenditures for each project be drawn from a specific bond investment pool? Can projects alternatively be setup to draw funds from either tax-exempt or taxable bond pools on a FIFO



basis? Can it draw varying percentages from each type of proceed to accommodate varying percentages of private use?

LSI Response - We can associate specific bonds with projects and draw on an FIFO basis.

Additional LSI Comment - A WBS Element is like a task within a project to which you can charge any expenditures. Yes, any expenditures charged to the bond fund can be reported using standard reports or you can create reports in a specific format.

Additional LSI Comment – Yes, it can be set up to spend bond funds based on set percentages. We are also developing an extension for DOTD to draw funds based on tables and rules.

24. Question From Jennifer E Halaszyn to Everyone: 1:43 PM

Does the system maintain information on private use for each project so funding sources can be appropriately assigned?

LSI Response - The character of the project can be public activity or private activity. By creating a budget, you can control which type of activity can be charged to a bond.

25. Question From Jennifer E Halaszyn to Everyone: 1:46 PM

Will the system allow for the reallocation of funding? The state may want to reallocate funds designated for projects after the expenditures are made, within time limitations allowed by the IRC.

LSI Response - Yes, SAP system will allow reallocation of funds.

26. Question From Jennifer E Halaszyn to Everyone: 1:46 PM

On inventory - Does the system show any historical transaction for the asset, such as transfer, disposal, and change? is the system compatible with any RFID bar-code readers/drones to track the physical inventory?

LSI Response - Change history is kept in the asset master data and information for transfer, disposal or any other changes are recorded. SAP is compatible to many RFID bar code readers for tracking purposes. We recommend you use preprinted labels and when these items are scanned the information is recorded in the asset master data.

27. Question From Jennifer E Halaszyn to Everyone: 1:47 PM

Can a project be designated as part private? So say 20% private use?

LSI Response - Yes, you can do it by percentage or create a separate Work Breakdown Structure element within a project to track private activity expenditures.

28. Question From Jennifer E Halaszyn to Everyone: 1:49 PM

Will the system produce reports by bond series that suitable to document use of proceeds for purposes of the IRC?



LSI Response - We would need the detailed requirements and development of reports will be included in the project implementation.

29. Question From Jennifer E Halaszyn to Everyone: 1:52 PM

On projects - Does the system capture information on life of capital improvements and the weighted average life of bonds? Can the system determine whether the life of the improvements is appropriately matched with the life of the bonds?

LSI Response - The life of improvements is tracked in the capitalized asset and life of the bond is tracked in the Treasury Risk Management module.

30. Question From Leila A Kagawa to Everyone: 1:58 PM

If you are creating a requisition on behalf of another individual, can you grant that individual permission to view the requisition?

LSI Response - Requisitions created on behalf of someone are available to both the creator and the person bought on behalf of (including for Goods Receipt processing).

31. Question From Jennifer E Halaszyn to Everyone: 1:58 PM

On purchasing - Where do the category/item numbers come from? NAICS? NIGP or other? And if NIGP, will LSI be paying for the subscription?

LSI Response - The category/commodity code scheme is up to you to select. The demo system uses UNSPSC but others are acceptable.

32. Question From Jennifer E Halaszyn to Everyone: 2:02 PM

Shyamal Jajodia , in reply to "The life of improvements is tracked in the capitalized asset and life of the bond is tracked in the Treasury Risk Management module." Does that mean no? We need to extract the data and analyze as needed.

LSI Response – Yes, we would help you develop a report that shows a comparison, this data will be available in the system.

33. Question From Jennifer E Halaszyn to Everyone: 2:06 PM

Regarding purchasing - Is the RFQ feature part of your offer? And if so, what would happen through your system?

LSI Response - RFQs can be created in Purchasing included in the solution, however, for fully electronic RFQ publishing, registration, and electronic submission the State may look at SAP Ariba Strategic Sourcing. Advanced functionality of Ariba is available within LSI's bid for the State's current eProcurement RFP.

34. Question From Jennifer E Halaszyn to Everyone: 2:24 PM

Regarding bonds: Can you verify if you'll be able to implement a system that meets all the bond related requirements? All pertinent system functionality would be needed for us to comply with



the Internal Revenue Code (IRC) as it pertains to the management and use of state tax-exempt bond proceeds. Furthermore, could compliance still be met if the optional phase 3 items are not implemented?

LSI Response - All Bond-related requirements such as tracking expenditures for public and private activity do not require Optional Phase 3 items. Phase 3 items allow more detailed tracking of bond cash flows and debt service.

Additional LSI response: Once we gather the detailed requirements with the Internal Revenue (IRC) as it pertains to the management and use of state tax-exempt bond proceeds during the Core Phase, we can identify what can be delivered without the SAP Treasury Management module.

35. Question From Jennifer E Halaszyn to Everyone: 2:33 PM

How will the system ensure the improvements funded by the bonds have a longer life than weighted average life of the bonds? How will the system ensure that investments of the bond proceeds are made in a compliant manner? Is the system able to make arbitrage calculations to determine if rebates are owed to the IRS?

LSI Response - Arbitrage calculations and accounting is not part of the standard system. It would be an enhancement. It is possible to bring together the debt related expenses and the corresponding investment income relevant for arbitrage calculation as part of standard system.

Additional LSI Response: SAP can provide data for reporting purposes. A user will have to review the information and make the determination on the longer life of the funded improvements vs. weighted average life of the bonds. Investments of the bond proceeds can be tied to the bond master data. A user will have to evaluate if it is in compliant. Debt Service Amortization Schedule is available in the SAP Treasury Management module. We would need to understand what is needed in the arbitrage calculations and it would like require extensions to meet the requirement.

36. Question From Jennifer E Halaszyn to Everyone: 2:42 PM

Making sure that the improvements have appropriate life is a more basic compliance issue though. Will the system do that?

LSI Response - The system provides the data, but a user would have to ensure compliance.

37. Question From Jennifer E Halaszyn to Everyone: 2:45 PM

Will the system report on the weighted life of the improvements funded by a bond?

LSI Response - We would need to understand the format of the report you need and how the weighting is assigned. We can work with you to develop a report for this. For example, do you use the component lives or an overall asset life?



38. Question From Jennifer E Halaszyn to Everyone: 2:48 PM

What states use this system as the primary mechanism to maintain data and reports needed to document use of tax-exempt bond proceeds for compliance with the IRC?

LSI Response – The following Public Sector clients are licensed to utilize the SAP Treasury & Risk Management Module that has the capability to address this request including San Bernardino County, Travis County, City of San Diego, City of Portland, State of South Carolina, State of Pennsylvania, UNICEF, and World Food Program

39. Question From Jennifer E Halaszyn to Everyone: 2:55 PM

Regarding cash flows, How are the projections derived? Some could be from the system (interest of investments, Accts Recv) but do the depts also have to input projections for their revenues as a separate step?

LSI Response - Cash flow projections are derived from the planning levels assigned to revenue accounts but if you have larger expected inflows and outflows you can enter them manually as well.

Additional LSI Comment:

1. You can get your cash forecasts from the system data, interest income, AR, AP, procurement.
2. You can also get forecasts from planned data

40. Question From Jennifer E Halaszyn to Everyone: 2:55 PM

If you hover over the account number, will you see the account description?

LSI Response – Yes, it shows the description when you hover over the account number.

41. Question From Jennifer E Halaszyn to Everyone: 2:57 PM

How does it handle depts' "petty cash" accounts? Checks written in the system as well?

LSI Response - Checks can be printed directly from SAP in MICR supported printer. ACH files can be generated directly in the systems.

Additional LSI Comment - The cash journal is a subledger of Bank Accounting. It is used to manage a company's cash transactions. The system automatically calculates and displays the opening and closing balances, and the receipts and payments totals. You can run several cash journals for each department. This is the functionality we provide for petty cash accounts.

42. Question From Jennifer E Halaszyn to Everyone: 2:58 PM

Will you be showing how the bank reconciliation works regarding matching deposits?

LSI Response – Unfortunately, there was not enough time to show a working bank reconciliation. In summary it uses the BAI code to make GL Entries in SAP to clearing accounts for ACH, Wires,



Checks, etc. You can also do automatic clearing with rules for matching. Happy to take the State through this in detail as required.

43. Question From Jennifer E Halaszyn to Everyone: 3:00 PM

Does the system provide the check and/or ACH file? Or is this a 3rd party?

LSI Response - All bank files such as positive pay ACH orders, wire orders etc. can be created in the system. No 3rd party system is needed.

44. Question From Jennifer E Halaszyn to Everyone: 3:02 PM

Regarding unmatched deposits, can you click and drill down to more detail?

LSI Response – Yes, all details on the bank statement or lockbox files can be drilled into for more details.

Additional LSI Comment - You can also see the Note to Payee details in the system after importing the bank statement file.

45. Question From Jennifer E Halaszyn to Everyone: 3:05 PM

Post to the customer - Does it create an accounting entry? How would it know what it is for?

LSI Response – All postings will create an accounting entry. For posting to a customer account most customers use a remittance slip that the customer should send with checks. The invoice number would be on the remittance slip.

46. Question From Leila A Kagawa to Everyone: 3:06 PM

Are we able to use this functionality at the Departmental level? Our department takes in fees for vital records, collects fines, and recycling fee collection and disbursements.

LSI Response - For posting to a customer account most customers use a remittance slip that the customer should send with checks. The invoice number would be on the remittance slip.

47. Question From Jennifer E Halaszyn to Everyone: 3:09 PM

I think this one might have been missed regarding inventory - Does the system show any historical transaction for the asset, such as transfer, disposal, and change? is the system compatible with any RFID bar-code readers/drones to track the physical inventory?

LSI Response - Change history is kept in the asset master data and information for transfer, disposal or any other changes are recorded. SAP is compatible to many RFID bar code readers for tracking purposes. We recommend you use preprinted labels and when these items are scanned the information is recorded in the asset master data.

48. Question From Jennifer E Halaszyn to Everyone: 3:10 PM

Regarding Bank Recon, how does the system identify and match correctly when there are many same amount deposits on the same date?



LSI Response - if there are many deposits for the same date / same dollar amount we try to rely on the information from the bank. If that is not available, then we have to track back to each deposit.

- 49. Question From Jennifer E Halaszyn to Everyone: 3:12 PM**
Does the cash management system include security/collateral monitor/track function?

LSI Response – SAP Collateral Management will allow for tracking and monitoring the security/collateral.

- 50. Question From Jennifer E Halaszyn to Everyone: 3:22 PM**
Regarding collaterals, does the system provide/track the custody of securities - deposit/release/paydown of securities held in safekeeping to secure daily state deposits?

LSI Response - If you are tracking the details of your securities, you can identify the fact that they are held as collateral. I would need to understand the deposit/release/paydown flows better to determine if the flows can be tracked.

- 51. Question From Jennifer E Halaszyn to Everyone: 3:52 PM**
To clarify re: collateral, we have a State statute that requires banks put up securities to collateralize deposits. They must have that functionality since they are public entity niche. Do you have a plan to meet the collateral requirements as described in the RFP?

LSI Response - SAP Collateral Management will allow for tracking and monitoring the security/collateral.

- 52. Question From Leila A Kagawa to Everyone: 3:56 PM**
Can you configure to restrict types of transportation - for car rentals, we would want to specify only compact car rental, airfare would be economy/coach.

LSI Response - Yes, you can restrict auto rentals and air that way.

- 53. Question From Leila A Kagawa to Everyone: 3:58 PM**
Can you put a fixed dollar amount for travel?

LSI Response - Yes, business rules can control the amount for a trip.

- 54. Question From Jennifer E Halaszyn to Everyone: 4:02 PM**
Please address these High-Level requirements on collateral:
147 Depositor (i.e., for whom the collateral and securities are being held):
149 Holder (i.e., financial institution who is holding the collateral security):



161 The system shall provide the ability to maintain, track, and query data on collateral securities based on user-defined criteria:

192 The system shall provide the ability to generate reports on securities pledged for collateral based on user-defined criteria:

194 Collateral Securities Pledged By Banks: enable user-defined valuation as a % of par value:

LSI Response – 147, 149, 161, 192 & 194 will all be accommodated by the SAP Reporting and Analytics.

Additional LSI Response – Please review attached slide deck for additional information regarding SAP Collateral Management.

55. Question From Jennifer E Halaszyn to Everyone: 4:02 PM

Regarding travel - Will PCard transactions be handled in the same module as the Travel (SAP Concur)?

LSI Response - Regarding PCard Transaction Processing and Management - yes - this will be accommodated via the SAP_Concur Travel and Expense Management Cloud Suite.

56. Question From Jennifer E Halaszyn to Everyone: 4:33 PM

Can the personal data maintenance function first be interfaced with our PeopleSoft (HR) and later adjusted by the budget office or end user for scenario analysis?

LSI Response - Yes, the HR data are pulled from PeopleSoft, and your assumption is correct that the 'maintenance' pages for job, position and employee are available in order to adjust the data extracted from PeopleSoft. For example, there may be employees who have announced their retirements at points in the next fiscal years. This end date may not be in PeopleSoft. After the data are extracted from PeopleSoft, the date on the employee can be changed to reflect the planned retirement.

Additional LSI Comment - To be more specific, yes, personal data can first be interfaced from your PeopleSoft (HR) and later adjusted by the budget office or end user for scenario analysis. We understand that budgeting is "what if" analysis, and the solution must provide the ability to adjust very detailed HR budgetary assumptions without fear of impacting production HR data. It's the best of both worlds: interface your HR data so it doesn't have to be keyed in, but give users the power to analyze it and revise it if necessary, in a safe space for budgeting purposes.

57. Question From Neal H Miyahira to Everyone: 4:43 PM

Can you demonstrate review process esp higher level reviews where budget office is presenting budget details to Gov for approval?

LSI Response - In the 'Executive User' role, a collection of dashboards and summary schedules can be configured so that at any point in the budget formulation process, the budgetary position can be viewed online. Also, using the PatternStream Automated Document System,



the Governor's budget can be drafted in publishable format at any point in the budget formulation process. This process as demonstrated via video during the demonstration can be done quickly and effectively using the PatterStream solution. Please re-play the video within the slide-deck for a refresher for the solution. This solution included in the cost of our proposal. See also sample of the City of san Diego Budget Book here:

<https://www.sandiego.gov/finance/annual>.

58. Question From Jennifer E Halaszyn to Everyone: 4:44 PM

Can users add budget detail lines by uploading a spreadsheet? It looks like there is an upload option. Can the base budget be drafted based on prior year's budget or current year expenditures? Or does it only support zero-based budgeting?

LSI Response - Yes, there is an export function to Excel. Then the data can be updated in Excel and uploaded back to the form.

59. Question From Jennifer E Halaszyn to Everyone: 4:47 PM

Charles Collins - more looking for upload. Also, can the base budget be drafted based on prior year's budget or current year expenditures? Or does it only support zero-based budgeting?

LSI Response - Yes, these forms are configurable and the 'budget request' can be auto-populated (drafted) based on a user selection (prior year actual, enacted, current revised).

Additional LSI Comment - Zero-based budgeting is also supported in several ways. One way is with a "Decision Package" type form. Another method will require a line item (such as equipment) to be manually entered (auto-population not allowed) on the same tab as the Expenditure tab. Another method is to configure a separate tab for zero-based items.

Base Budget Form Instance Selection

Search for: [] New Copy Edit Save Cancel Delete Advance Stage Help

Form: 315 State of Hawaii Base Budget Request Stage: 111 - Initial Request

Overview Funding **Expenses** Revenue Narrative Attachments History Stage Advance Log

Export Add Delete New Text Upload Data Actuals to Estimate Budget to Estimate Actuals to Request Budget to Request Hide Fund & FA

Text	Fund	Fund Name	Funds Center	Funds Center Name	Fun... Area	Functional Area Name	Commitment Item	Commitment Item Name	2016 Actuals	2017 Adopted Budget	2017 Revised Budget	2017 Estimated Expenses	2018 PEP Costs	2018 Budget Request	2018 Total Request	PEP Expense
1002	Federal Funds	513	Oahu Construction	1150	Functional Area 1150	3007	Fuel Oil & Lubricant	0	0	0	677,623	0	720,000	720,000		
								0	0	0	677,623	0	720,000	720,000		



Decision Package Form

Search New Copy Edit Save Cancel Advance Stage

Form: 317 2 Additional Engineer Positions Stage: 112 - 112 - Departmental Changes

Overview Funding Expenses Revenue Positions Description Attachments Audit Trail Stage Advance Log

Export Add Delete Copy Line Text Upload Data

Line Item Text	Funds Center	Funds Center Name	Functional Area	Functional Area Name	Commitment Item	Commitment Item Name	2018 One-Time	2018 On-Going	2018 Total Request	2019 Annual Cost
	511	Oahu Engineering	FUNCTIONA	Functional Area 1150	3101	Maint Mtr. Supp. Prt	20,000	10,000	30,000	15,000
							20,000	10,000	30,000	15,000

60. Question From Jennifer E Halaszyn to Everyone: 4:48 PM

Can separate budget requests be generated which request adjustments to the same line item?

LSI Response - Yes, separate budget requests can include adjustments to the same line item, the overall design enables a 'Base' budget (current programs at the same service level and quality) and decision packages of increases or decreases to quality and/or level. Because the Base Budget form type is restricted to one instance per budgetary unit per year, the system protects against inadvertently creating multiple budget forms for the same budgetary unit. Effectively, it is not possible to have two separate base budget requests.

Beyond the base budget, there can be multiple 'Decision Packages' of increases or decreases to a budgetary unit. Because each decision package is a separate form instance, the total budget for a line item is comprised of 1 base budget form and 0-n approved decision packages.

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Operating Budget Summary Report

Last Refreshed On: 6/17/18

Fund	Fund Name	Fund Center	Fund Center Name	2016 Actuals	2017 Adopted Budget	2017 Revised Budget	2017 Estimated Expenses	2018 Request
5001	Unrestricted GF	U505001	Information Tech	1,082,313	1,130,975	1,130,973	0	641,171
5001	Unrestricted GF	U505002	VP & Provost	681,051	708,944	708,944	681,051	679,408
5001	Unrestricted GF	U506001	Facilities Maint	1,557,748	3,965,883	3,937,956	0	0
5001	Unrestricted GF	U506002	Ops & Maint	509,628	534,053	534,053	0	0
5001	Unrestricted GF	U509001	Biological Sciences	3,247,075	2,668,576	2,668,576	0	566,573
5001	Unrestricted GF	U509002	Chemistry	5,670,076	6,345,376	4,616,133	0	967,714
5001	Unrestricted GF	U509003	English	2,787,166	2,477,425	2,477,423	0	751,077
5001	Unrestricted GF	U509004	Mathematics	2,411,914	2,544,973	2,544,973	0	720,167
5001	Unrestricted GF	U509999	Office of the Dean	373,577	391,012	391,012	0	153,827
5301	Capital Construction	U506001	Facilities Maint	2,170,333			0	275,049
5301	Capital Construction	U506002	Ops & Maint				0	257,673
5501	Grant Fund	U509001	Biological Sciences				0	47,183
5601	Internal Services	U509003	English				0	133,950
				20,490,881	20,767,217	19,010,043	681,051	5,193,792



Operating Budget Detail Report

Last Refreshed On: 6/17/18

Fund	Fund Name	Fund Center	Fund Center Name	Commitment Item	Commitment Item Name	2016 Actuals	2017 Adopted Budget	2017 Revised Budget	2017 Estimated Expenses	2018 Request
5001	Unrestricted GF	U505001	Information Tech	1101	S&W - Full-Time	485,383	502,119	502,119	0	490,365
5001	Unrestricted GF	U505001	Information Tech	1102	S&W - Part-Time	116,494	120,508	120,508	0	0
5001	Unrestricted GF	U505001	Information Tech	1104	Overtime	43,682	45,190	45,190	0	0
5001	Unrestricted GF	U505001	Information Tech	1201	FICA	37,619	38,914	38,914	0	30,402
5001	Unrestricted GF	U505001	Information Tech	1202	Medicare	8,730	9,028	9,028	0	7,111
5001	Unrestricted GF	U505001	Information Tech	1203	Health Insurance	60,167	64,174	64,174	0	72,716
5001	Unrestricted GF	U505001	Information Tech	1204	Dental Insurance	1,990	2,120	2,120	0	2,600
5001	Unrestricted GF	U505001	Information Tech	1205	Allowances				0	1,200
5001	Unrestricted GF	U505001	Information Tech	1206	Pension	36,402	37,659	37,659	0	36,777
5001	Unrestricted GF	U505001	Information Tech	2101	Professional Service	74,150	79,084	79,084	0	0
5001	Unrestricted GF	U505001	Information Tech	2102	Computer System Svcs	18,539	19,772	19,772	0	0
5001	Unrestricted GF	U505001	Information Tech	2103	Specialty Consulting	2,938	3,132	3,132	0	0
5001	Unrestricted GF	U505001	Information Tech	2601	Cell Phones	37,445	39,936	39,936	0	0
5001	Unrestricted GF	U505001	Information Tech	2602	Telephone	11,235	11,981	11,981	0	0
5001	Unrestricted GF	U505001	Information Tech	2701	Equip Maintenance	19,277	20,563	20,563	0	0
5001	Unrestricted GF	U505001	Information Tech	3101	Office Supplies	31,206	33,282	33,282	0	0
5001	Unrestricted GF	U505001	Information Tech	3102	Duplicating Services	18,730	19,975	19,975	0	0
5001	Unrestricted GF	U505001	Information Tech	3301	Conferences	5,842	6,231	5,295	0	0
5001	Unrestricted GF	U505001	Information Tech	3302	Travel	9,362	9,984	9,984	0	0
5001	Unrestricted GF	U505001	Information Tech	3303	Training	7,022	7,488	7,488	0	0
5001	Unrestricted GF	U505001	Information Tech	4301	Personal Computers	14,213	15,162	16,096	0	0

61. Question From Jennifer E Halaszyn to Everyone: 5:05 PM

How are user-customized parts handled in this model? Are there risks that may not work after updates and who is responsible for regression testing?

LSI Response - All the user customized enhancements and changes are made in customer namespace and the upgrades and updated do not overwrite these changes. Regression testing is needed after the upgrades are applied.

62. Question From Jennifer E Halaszyn to Everyone: 5:14 PM





Would the implementation be a hard cutover or would there be a period allowed for parallel testing and duplication to ensure the product is working as required?

LSI Response - Yes, the Deploy Phase will be a hard cutover. During the mock cutover (dress rehearsal) real conversion data will be loaded in the system and numbers will be validated between SAP and legacy system. The project plan calls for multiple integration testing cycles to confirm the system is designed and performing as per the requirements. In the integration testing cycle we will also do a partial load of the State data in the SAP system so when testing you are able to see your information.

63. Question From Jennifer E Halaszyn to Everyone: 5:15 PM

How do your sub-contractors fit into your implementation plan?

LSI Response - The local partners listed in our proposal will provide resources to the project. We have identified roles we requested to be filled by the sub-contractors.

64. Question From Keith S Kogachi to Everyone: 5:18 PM

Please cover during the Integration/Interface/User Experience section the interface controls prior to posting- for example, when importing data from source XXXX what are the interface controls to verify that duplicate records, erroneous records such as incomplete data or data processed with non-existent or erroneous chart of accounts data are rejected at the source so that they can be corrected before being interfaced to the general ledger for posting. A retrospective search such as for example, posting to a suspense file would be difficult and too time consuming to remediate due to the volume of SOH transactions. Second, how are missing interface records from source to target detected?

LSI Response - For all our integration we have controls, checks and balances put in place (standard process) which is dependent on business process by which we decide what the integration should do if there is missing information or data is incompatible. There are business processes where the successful records can be posted, and errors needs to be evaluated vs in some case the whole file needs to be rejected. Based on that identification we load the data or create an error file that will be corrected and re-processed. The system provides the options of reprocessing after the data is fixed and then moves the files to archive folder for further reference. The control records in header file will determine any loss of records from source to target.

65. Question From Keith S Muranaka to Everyone: 5:21 PM

Is there any parallel testing (i.e. ability to compare calculation results between legacy and new system)?

LSI Response - The project plan calls for multiple integration test cycles and user acceptance testing, this is a form of parallel testing where validations can be made to compare calculations and numbers with SAP and legacy system. The mock cutover or dress rehearsal right before go live also presents scenarios to do parallel testing to compare numbers and perform test business transactions before the actual go live test load happens.



66. Question From Keith S Muranaka to Everyone: 5:21 PM

With respect to the formal test scripts in Integration testing, would the consultants be partnering with us to develop these test scripts? Or, is the development of the test scripts wholly a State responsibility?

LSI Response - LSI functional team will work hand in hand with State team to develop the test scripts for integration testing. They will advise and guide based on the approved design and configuration in place (scope) to identify the right test scripts to be executed as part of integration testing.

67. Question From Keith S Muranaka to Everyone: 5:26 PM

Beyond test scripts, are there any automated testing tools used? (for unit, system, load, regression testing, etc.) during the implementation and for post go-live updates and enhancements?

LSI Response - We have automated tool for loading data into SAP using the migration cockpit. LSI typically works with clients existing tools for system load and performance test. If the State does not have a set of tools, LSI can recommend based on previous experiences.

68. Question From Keith S Muranaka to Everyone: 5:30 PM

Data conversion/ETL/Obfuscation: It was mentioned in the submitted proposal that the State is responsible to design, build and test the programs that extract the data from legacy systems, convert the data to a format usable by the SAP System and provide a formatted flat file to LSI for import. What assistance, such as specifications, can the State expect from LSI? Are there any SAP tools the State can use for data conversion/transformation available?

LSI Response - LSI team will be providing the specification template and also have the functional specification for each conversion object, the spec document will identify the fields required, mapping table and any transformation required. LSI will also advise on best practices we have used in the past projects to convert data and what are the typical pitfalls an organization faces. As part of proposal LSI has not identified any ETL tool for legacy data extracts.

69. Question From Jennifer E Halaszyn to Everyone: 5:39 PM

Is there is any functionality that comes with your core system that we didn't ask for as part of the requirements?

LSI Response – There are several advanced software capabilities that are included in the State of Hawaii SAP Bill of Materials that can be used or future projects at the State including:

- Advanced Reporting and Analytics Platform (which the State can utilize for any use cases above and beyond this project).
- Enterprise based complete Integration Cloud Suite (which the State can utilize for any of its respective 3rd Party Integrations)



- Experience Management for IT – supporting Enterprise Project User Adoption, Change Management and Project Feedback (which the State can utilize for any use cases above and beyond this project).

70. Question From Kyle S Muranaka to Everyone: 5:40 PM

In a calendar year, how often are there scheduled releases/upgrades? Would we use the previous-created test scripts to test the State's extensions?

LSI Response - LSI recommends updating the systems once per year and customer gets to choose when to apply the updates. We will use the same test scripts from test cycles to test the custom extensions and overall regression testing of the system and integration across the entire landscape.

71. Question From Kyle S Muranaka to Everyone: 5:41 PM

Are non-production environments (i.e. test and dev) a part of the submitted proposal?

LSI Response – Yes, Non-Production Environments are included as part of the LSI/SAP offering.

72. Question From Jennifer E Halaszyn to Everyone: 5:43 PM

Does the system have process documentation or step by step instructions built in so that that users can access directly from within the application?

LSI Response – EnableNow, part of the Cloud Training Suite, which is offered as part of our solution, provides an integrated platform in which all solution-based documentation, content, and guides can be housed, and live step by step instructions are included for the solution.

73. Question From Kyle S Muranaka to Everyone: 5:51 PM

Will the SAP EnableNow and the experience management product still be available for use after the solution is implemented?

LSI Response - Yes, these products will be available to you after the implementation.

74. Question From Kyle S Muranaka to Everyone: 5:52 PM

How does the SAP System ensure the handling of PII, FTI and related data?

LSI Response – Yes, we have data obfuscation tools as part of the proposal which will provide masking functionalities for sensitive data such as PII, FTI and other fields that are identified as sensitive.

75. Question From Jennifer E Halaszyn to Everyone: 5:56 PM

Do your SLAs cover system performance? What are those benchmarks for system responsiveness?

LSI Response - SLA's cover system availability. For performance we have automated scaling of resources to adjust to the peaks.



76. Question From Kyle S Muranaka to Everyone: 6:03 PM

Did the solution for Nevada have a similar timeline to what the State is asking for? Was it on-time and on-budget? Same questions for the solution developed for the State of Hawaii/Department of Transportation.

LSI Response – The same core solution was selected for both State of Nevada and Hawaii Department of Transportation as is for this project at State of Hawaii. The State of Nevada project is current in process and is on-time and on-budget. The Hawaii Department of Transportation project has just initiated and is in the Project Prep stage.

77. Question From Kyle S Muranaka to Everyone: 6:55 PM

Question around Data warehousing and legacy data coming in. I believe data going back to mid-2000s or earlier. What is supported around EDW.

LSI Response - EDW supports data going back as far as possible, since the conversion of data involves extensive cross walks and validation it adds significant risk to the project, identification of how much data will be imported is a project decision that will be done during explore and realize phase and documented as a project decision. LSI recommends converting the data that is absolutely needed for the go live to keep the scope and risk manageable of the go live.

78. Question From Kyle S Muranaka to Everyone: 7:00 PM

Q. Part 1 or 2. Is the process of handling Vendor ACH/Direct Deposit by the State part of the proposed solution? How is it handled by other states/entities using your solution?

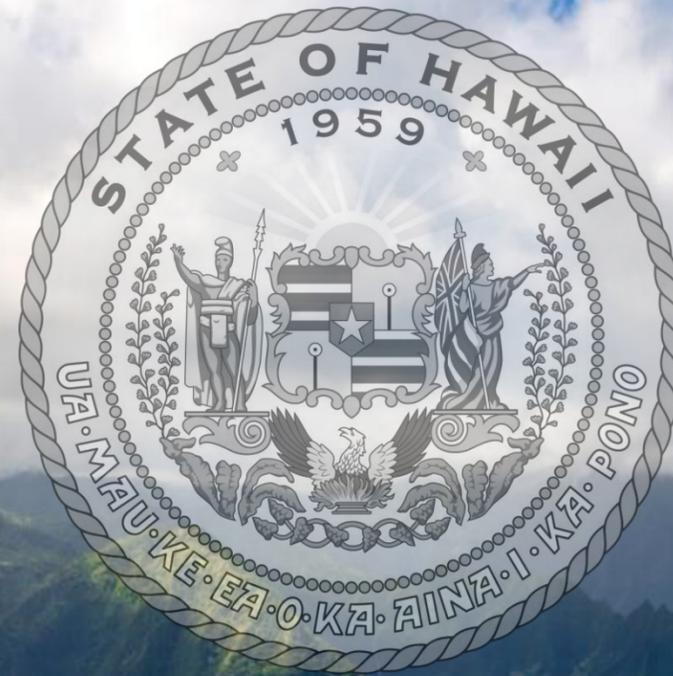
Part 2 of 2. Is the process of printing of Vendor checks by the State part of the proposed solution? How is it handled by other states/entities using your solution?

LSI Response - All payment methods (i.e. ACH, direct deposit, wire transfer, etc.) are in scope for this project. This is managed through the bank interface through a file interface. Printing of vendor checks can be done in SAP but will require a compatible check printer configured for SAP printing. This solution is in scope for this project.

79. Question From Jennifer E Halaszyn to Everyone: 7:04 PM

If there is time, can you briefly describe how the system handles bond proceeds, from acceptance and investment of the proceeds to expenditure on projects, and the records that are subsequently available? Kindly describe it in as much detail as possible. We're looking to confirm LSI's understanding that the system needs to include tools required for us to keep adequate records for the IRS.

LSI Response - Please see attached slide deck for additional information on bonds.



STATE OF HAWAII DEPARTMENT OF
ACCOUNTING AND GENERAL SERVICES,
OFFICE OF ENTERPRISE TECHNOLOGY
SERVICES ERP_RFP_2020



AGENDA

Opening (15 minutes)

Company / Project Team Introductions (10 minutes)

Business Value Proposition of EFS Replacement Project (5 minutes)

Proposed Solution (30 hour) *followed by a 10 minute break @10:20am HST*

Technical & Solution Architecture (20 minutes)

System Diagrams (10 minutes)

Finance & Accounting Core (1.35 hours)

Finance & Accounting Cont. (1.75 hours) *followed by 1 hour Lunch @12:15pm HST*

Budget (1.25 hours)

Implementation (1 hour) *followed by 10 minutes break @ 3:00pm HST*

Reporting (40 minutes)

Closing (10 minutes) and Q&A (throughout with 30 minutes towards the end)

Opening & Proposed Solution

Reporting

Enterprise Analytics & Reporting
Data Warehousing & Stakeholder Requests

Implementation

Implementation Approach
Testing, including Regression
Training/Conversion/Maintenance
Integration/Interface/User Experience
Schedule & Resource Team
Partnership Roles
On-island vs. Remote Support

Budget

Workflow of Interest
Budget Development/Appropriations/Allocations
Personnel Budgets
Reporting

Opening & Proposed Solution

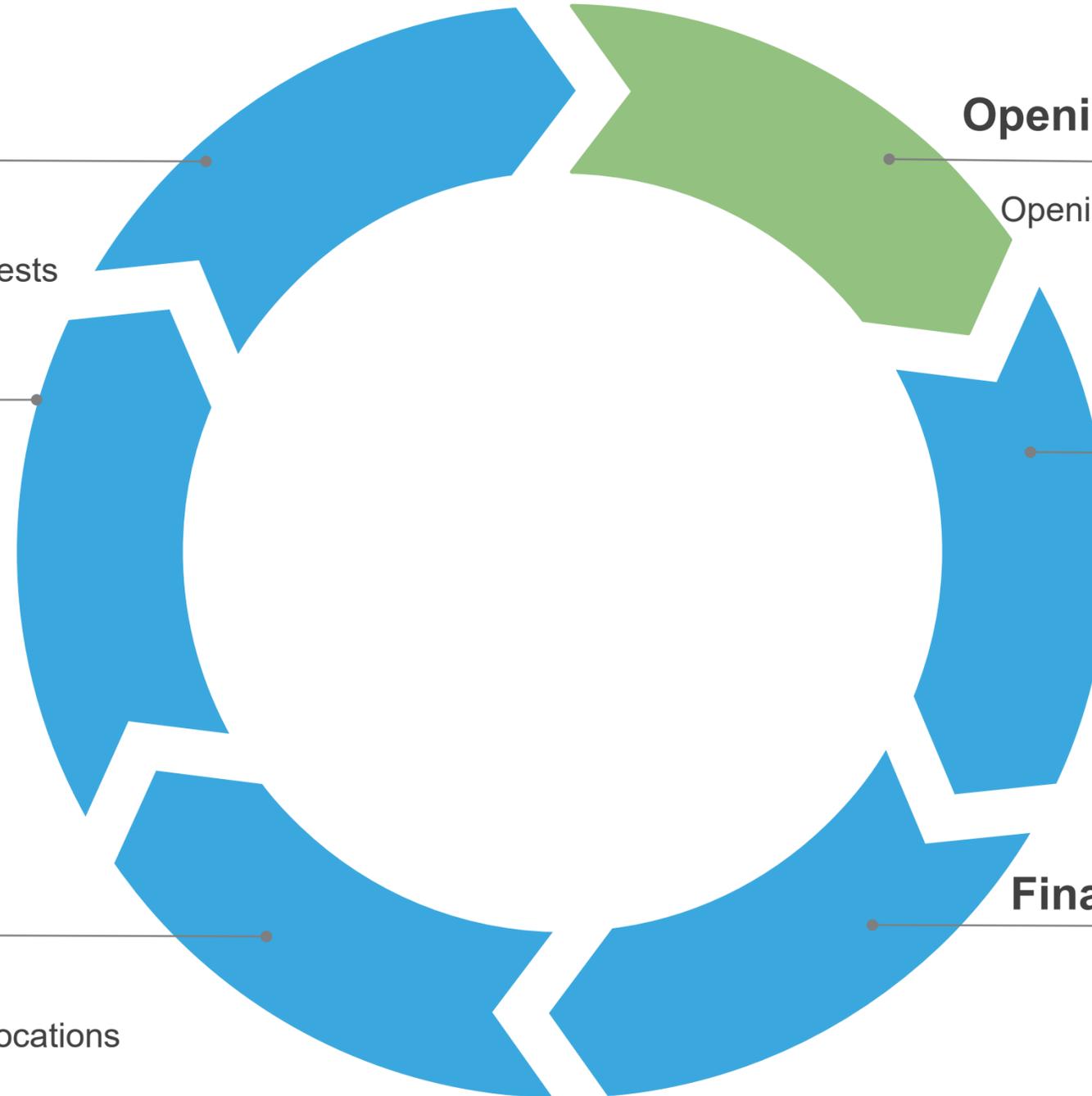
Opening Remarks & Team Introductions
Technical & Solution Architecture
System Diagrams

Finance & Accounting

General Ledger
Chart of Accounts
Funds Management
Grants /Projects
Asset Inventory
Reporting

Finance & Accounting Cont.

Workflows of Interest
Encumbrances
Cash Management
Travel



An aerial photograph of a tropical coastline. In the foreground, there's a sandy beach curving along a bay with clear, turquoise water. The background features a range of lush, green mountains under a sky with scattered white clouds. A large, stylized blue arrow graphic points to the right, partially overlapping the text.

Meet the Team

Meet the Team



Executive Sponsor

Engagement Executive

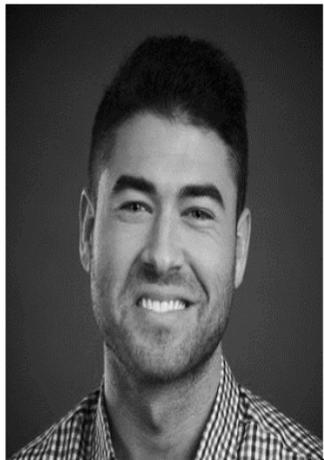
Lead Solution Architect

Project Director

Procurement Sponsor

Finance Sponsor

Lead Cloud Architect



Budget Solution Engineer

Budget Sponsor

Treasury Solution Engineer

Travel Solution Engineer

SAP Account Executive

Data Analytics Solution Engineer



Executive Sponsor

Roles and Responsibilities:

Executive Sponsor & Quality Assurance

Expertise:

Former SAP and Public Sector Executive, with over 30 years experience in Public Sector; served as CFO, CIO at City of San Diego, CA as well as Delivery Executive and President of Public Sector in SAP NA.

Client Experience

State of Nevada, Clark County, City of Palo Alto, MTS, Port of San Diego, Department of Water Resources, USDA, Amtrak, IRS, State of Arkansas, San Bernardino County, Sempra Energy, Travis County, Fairfax County, City of Portland, City of Phoenix, PG County, LAUSD

Background in Public Sector

Implemented SAP ERP and PBF as the Financial Officer of the City of San Diego, which included the Budget office.

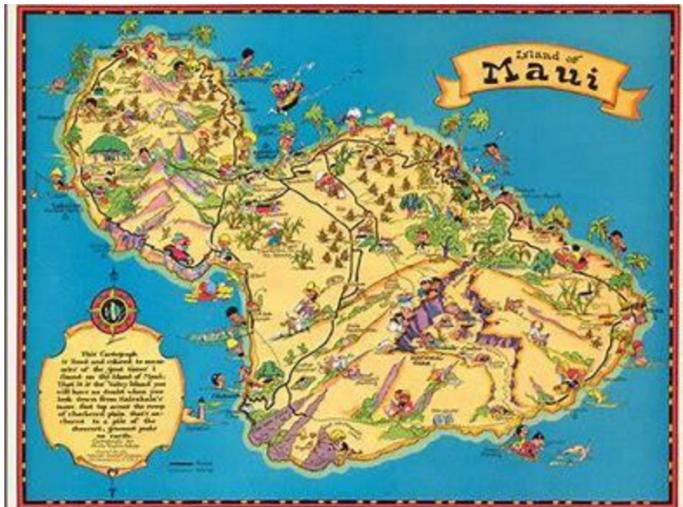
Extensive knowledge and experience with Public Sector Financials, Budgeting and departmental operational activities.

Served as a member on various Public Sector Boards and Commissions.

Home State



Favorite Hawaiian Island Maui



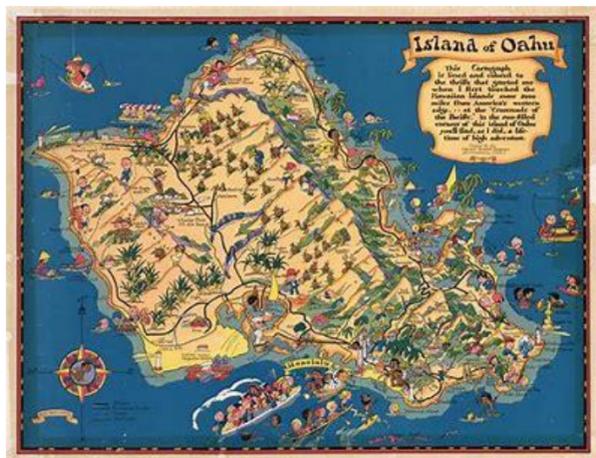


Executive Sponsor/ Solution Architect

Home State



Favorite Hawaiian Island Oahu



Roles and Responsibilities:

Executive Sponsor and Lead Solution Architect

Expertise:

Senior solutions consultant with proven expertise in implementing SAP systems in Higher Education, Local Government and Federal Government. Deep experience in Chart of Accounts design, business process redesign and digital transformation of government operations.

Client Experience

Over 22 years of experience in SAP public sector. Assisted multiple customers in Federal, State and local and Higher Education segments including Judicial Council of California, State of Nevada, NASA, IRS, Penn State University, University of Kentucky, University of Tennessee, Travis County, etc.

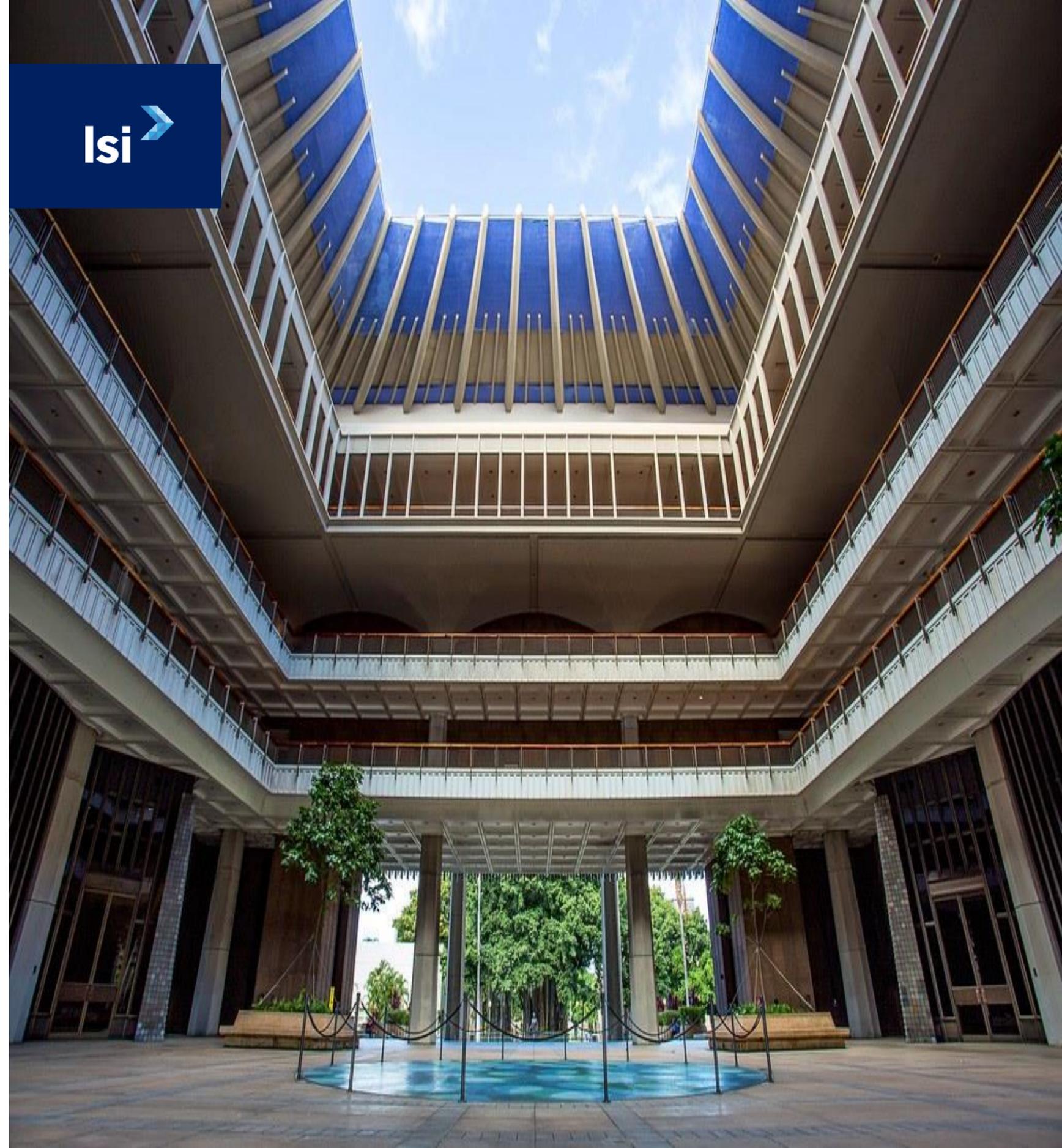
Background in Public Sector

Certified public accountant with an excellent understanding of government accounting. Published in the Journal of Government Financial Management
Presenter at GFOA conference
Acted as Director of finance and administration of a financially troubled urban school district in MA implementing school-based budgeting to bring district back to financial health.

Presentation Objectives



- ✓ Schedule and Script Adherence
- ✓ Focused on providing State with the Information, Context and Confirmations to make the very best Decision possible on your next Digital Transformation for Enterprise Financial Solution & Partner
- ✓ **Transform ETS with the Best-in-Class Cloud ERP System** for Public Sector with Robust Functionality, Quick Time to Value, Increased User Adoption, and Reduction of Risk of Implementation
- ✓ **Transform Experience** with a world class User Interface, Machine Learning, and AI, and Digital Assistant Technologies built into the System
- ✓ **Transform Data** by provide **Enterprise Reporting and Analytics** Platform that allow for Transparency and Data-Driven Decision Making



Overview

Isi



23+ years SAP Technology Experience

Most Tenured SAP Partner Focusing in Public Sector, Transportation, Higher Education, Healthcare, and Utilities

Largest Premier Global SAP Public Sector Partner

SAP Gold Partner & Value-Added Reseller Dedicated to SAP
SAP Pinnacle Award Winner for 2019 & 2020

Global Cloud & Managed Service Provider

Certified in Amazon, Azure, and Google Cloud



1800+ employees

20 offices in 11 countries Globally
5 office in North America including San Diego, Carson City, Los Angeles, Boston, and Raleigh

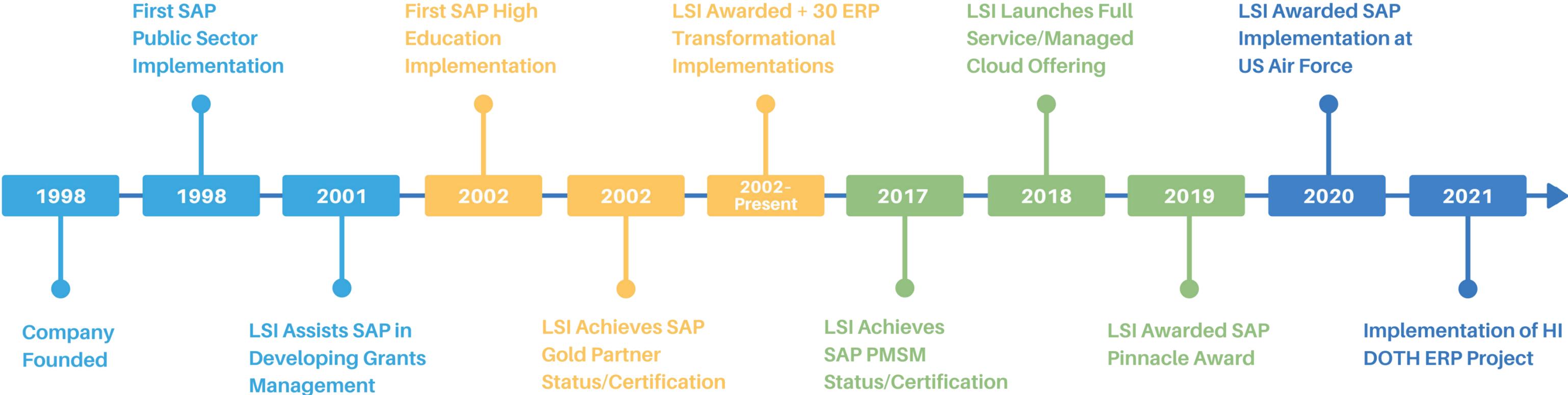
Certified Software, Services, and Support for full Suite of SAP Technology Solutions for Public Sector

Largest Number of SAP Public Sector Implementations across North America with focus on Government

Full Portfolio Services and Capabilities

SAP Technology Provider including Consulting, Implementation Training, OCM, Managed Services, and Advisory
Most Tenured & Experienced SAP Consulting Employees

The Unique SAP-LSI Relationship - History



Best-Run LSI/SAP Public Sector Organizations



- State of Nevada*
- State of Arkansas *
- US Air Force University*
- State of Illinois
- State of South Carolina
- City of San Diego *
- San Bernardino County CA *
- Colorado Department of Transportation
- County of San Diego *
- Port of San Diego *
- Santa Clara Valley Transit *
- LA Unified School District *
- Caltrans *
- Weill Cornell Medicine *
- State of Hawaii DOTH *
- State of Louisiana
- Penn State University *
- Juridical Courts of CA*
- Clark County *
- Commonwealth of Pennsylvania *
- City of Palo Alto *
- City of Phoenix *
- Travis County *
- Health and Hospital, Marion County, IN *
- MIT *
- Boston University *
- University of Kentucky *
- Duke University *

* Current LSI Clients

LSI's Most Recent Projects & References: S/4 HANA ERP



*"We selected LSI, as they have always provided **excellent consultants for our projects over the last 17 years**. During the last 2 years, the four consultants listed above have done an outstanding job."*, **Fred Shockley, Director, Financial Systems Health & Hospital Corporation Of Marion County, Indiana, February 2020**

LSI is implementing SAP S/4 HANA full Finance ERP System at the public sector higher education University with configuration and customizations working from on premise ECC system. This S/4 HANA on premise system is waiting to go live in summer of 2020. 'The PSU project called SIMBA will increase the University's business agility through improved processes, reporting, budget forecasting and integrated functions, while at the same time introducing a contemporary user interface. The SIMBA implementation project is the last of three University-wide efforts to replace antiquated legacy systems with more efficient and modern ones that fully leverage current technologies within the financial reporting and cost allocation systems.' **Mike Andre, ERP Manager, Penn State University, February 2020**



"I would highly recommend LSI Consulting based on my experience with them thus far in our project. All of our expectations and asks have been met.", **Chuck Carroll, Project Manager (PM), State of Nevada, February 2020**

State of Nevada SMART21 Project with LSI

The State of Nevada is using LSI for its Smart 21 Project (Silver State Modernization Approach for Resources and Technology in the 21st Century) initiative. For this project, LSI is providing an integrated set of GovOne cloud-hosted Software-as-a-Service (SaaS) solution software components to deliver the functional and technical requirements for a statewide implementation for the State of Nevada. LSI is configuring the SMART 21 components and integrating the solution components with legacy applications. LSI is providing the implementation services, including project management, requirements validation and elaboration, business process design and solution configuration, data migration/conversion, solution testing, support for acceptance testing, solution training, production support services, support for turnover transition and post-turnover support. LSI is also supporting the DoT and SPWD project requirements.

This project involves providing software for and implementing:

SAP S4/HANA – ERP Platform;
 SAP S4/HANA – Financial Operation;
 SAP HANA Data Processing Engine and Enterprise Data Warehouse;
 SAP BusinessObjects Data Reporting and Analytics Suite;
 SAP SuccessFactors Human Capital Management(HCM) Suite.

Why LSI & SAP for the State of Nevada:

1. 10 Year Locked Total Cost of Ownership
2. LSI GovOne Cloud ERP Pre-Configured ERP Solution Built for Public Sector
3. Local Office in Carson City with Dedicated & Seasoned Staff
4. Complete & Compliant Solution offering fully Managed, Supported, and Maintained by LSI.

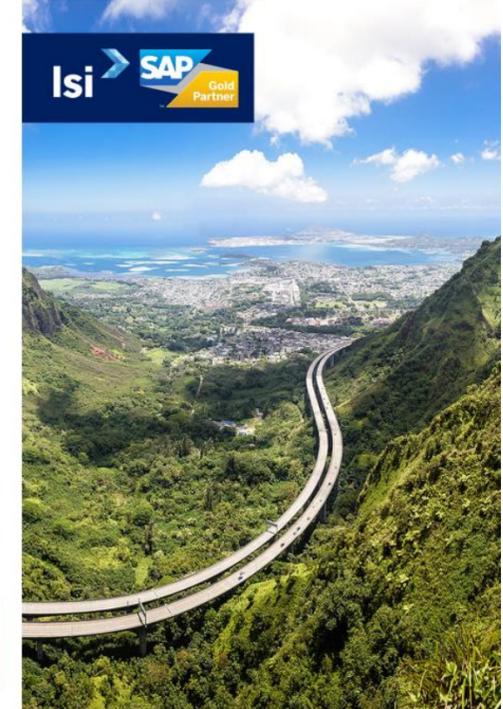
Hawaii DOT ERP Project with LSI

LSI has initiated a next-generation GovOne cloud-hosted Software-as-a-Service (SaaS) ERP solution implementation for Hawaii DOT to assist in meeting and exceeding the organizational goals of optimizing business value and the delivery of a technically sophisticated and cost-efficient Financial Management System while meeting the unique business and technical needs of DOT. This solution will improve DOT's operations and services by creating a more streamlined and enhanced IT environment by deploying a modern, integrated Financial Management System that alleviates many of the key challenges DOT is facing and improve efficiency and effectiveness. LSI as a leader in working with State Government and Department of Transportation Agencies across the County, understands the complexities and requirements of FHWA Reporting, which was a key areas of focus for DOT. The LSI team will implemate a new financial system which will undergo a Financial Integrity Review, Evaluation and Certification by the Federal Highway Administration. In this project, LSI will lead DOT through the FHWA system overview and demonstration requirements, and will ensure that the system is fully functional, integrated, and secure for upwards pf 15 + years (via a TCO review and analysis).

This project involves providing software for and implementing:

SAP S4/HANA – ERP Platform & Financial Operation;
 SAP HANA Analytics and Business Warehouse;
 SAP Budget and Planning for Public Sector.
 Why LSI & SAP for the State of Hawaii DOT:

1. 15 Year Locked Total Cost of Ownership
2. Experienced FHWA Dedicated & Seasoned Staff
3. LSI GovOne Cloud ERP Pre-Configured ERP Solution Built for Public Sector
4. Complete & Compliant Solution offering fully Managed, Supported, and Maintained by LSI.



Overview

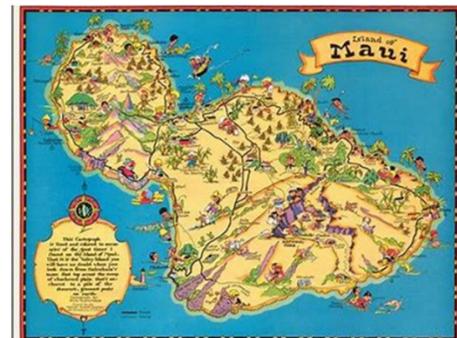




Sr. Account Executive for State of Hawaii

- Background
 - (7+) Years at SAP
 - Focused on the US Public Sector & Education (K-12 & Higher) Markets
 - 20(+) Years in the Enterprise Software Solution Market
 - Specializing in HR and ERP
 - Sales, Account Management, Project Management Background
 - Degreed Electrical Engineer

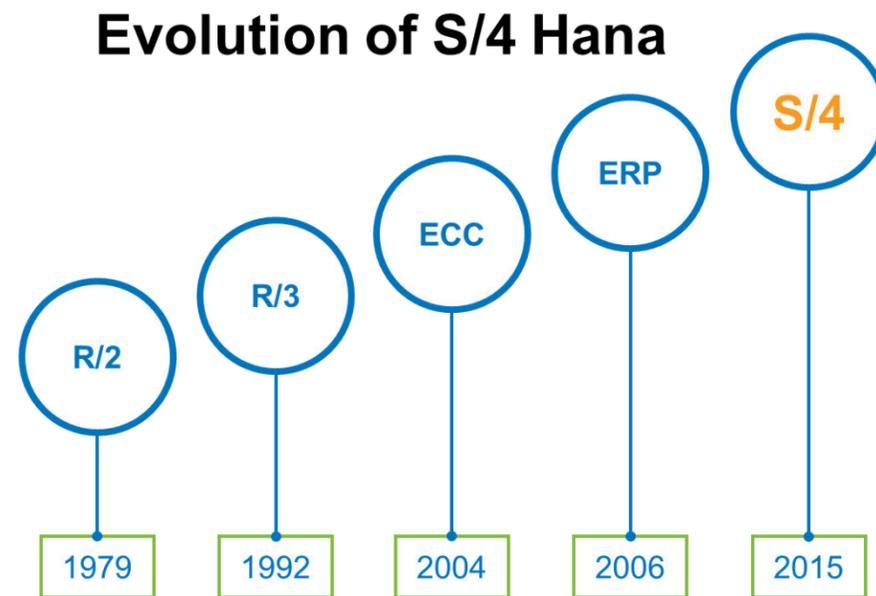
Favorite Hawaiian Island Maui



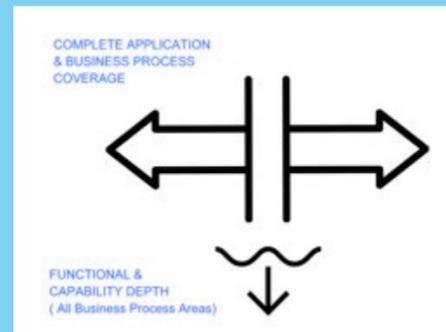
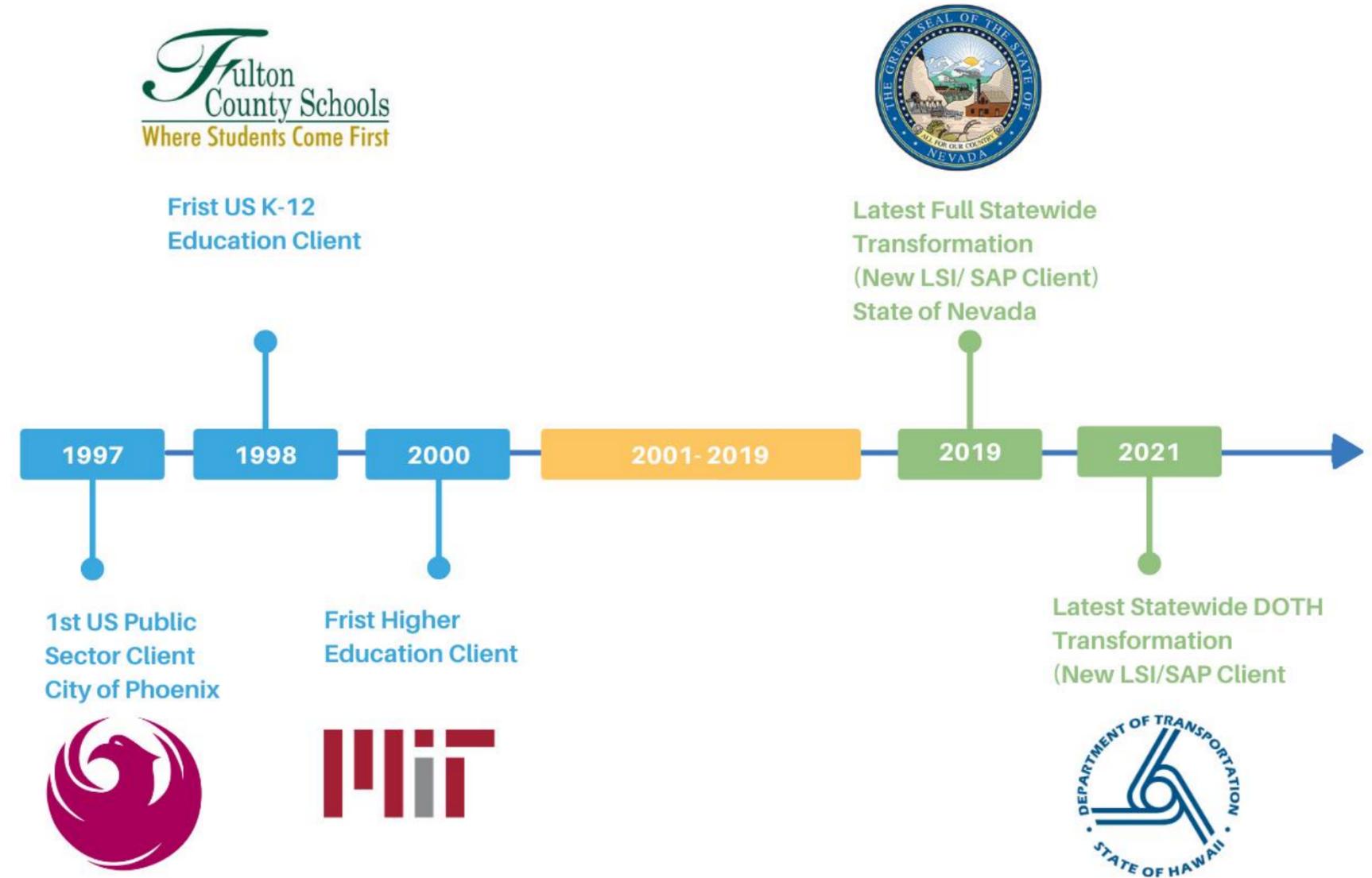
Proposed Enterprise Financial Solution for the State of Hawaii - Key Attributes & Business Value

SAP has been developing and offering Enterprise ERP based Solutions since 1979 with the initial release of SAP R/2

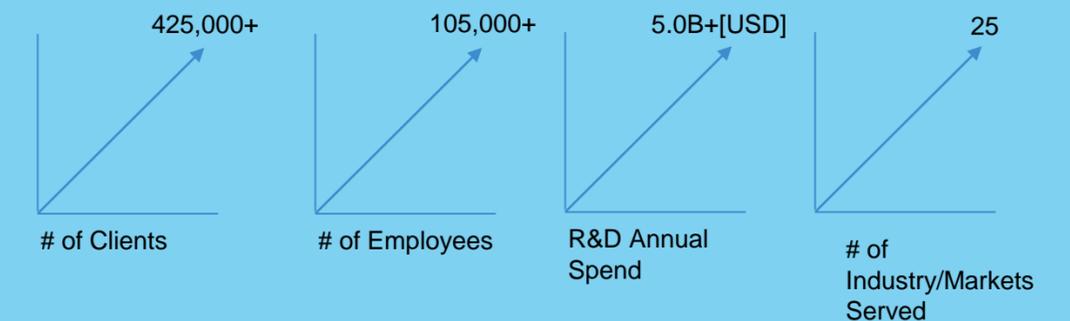
SAP Public Sector & Education (K-12 & Higher Ed) ERP is one of the longest Tenured Business Application Software / Provider and continues to evolve technologically with enhancements in User Interface, Artificial Intelligence, and Machine Learning



Create – Enhance - Evolve



Worlds Largest Enterprise Business Application Software/Solution Provider



Enterprise EFS Transformation Initiative

Isi



SAP

Solution Alignment to the State of HI's EFS Modernization Initiative: GOALS and OBJECTIVES

1.1.1.1
Functionality in the EFS that delivers the greatest business benefit to the State



1.1.1.2
Improved financial processes, timeliness, consistency, and accuracy of financial transactions and reporting. Reduction in dependency on paper.



1.1.1.3 Minimal risk to the State and maximum business benefit to the State.



1.1.1.4 Improved transparency in government accounting.



1.1.1.5 Enables consistent adoption and application of policies and procedures across State departments.



1.1.1.6 Increased efficiency to improve State services to its employees and for the citizens, residents, and businesses in the State.



1.1.1.7 An EFS that reduces disruption to State employees and State business processes, and impact to the State by minimizing complexity in implementation, operation, and support.



1.1.1.8 Training of State staff to configure and operate the EFS with minimal support from consultants and provides for ongoing training and knowledge transfer regarding operating the system.



LSI's Summary of Value & Differentiated Offer to State of Hawaii

LSI's Summary of Value & Differentiated Offer to the State of Hawaii

- ✓ State of HI/LSI-SAP
- ✓ Proven
- ✓ Domain Expertise
- ✓ Continuously Leverage Investment
- ✓ Shortest, Quality-based Time to Realized Value for the State of Hawaii

LSI/SAP - TECHNOLOGY DIFFERENTIATORS (Included)		LSI's COMMERCIAL OFFERING DIFFERENTIATORS (Included)		LSI SERVICES / LONG-TERM SUPPORT DIFFERENTIATORS (Included)	
SAP_Enterprise Analytics Suite - Available (Day-1)	Full/Native Integration with the State's DOT - SAP ERP/Finance/ Budget Platform	Up to a 15-Year <u>Guaranteed</u> TCO for the State of HI	LSI Fixed Fee Services Scope - facilitating Cost Certainty for the State	All Required Operational Reports Provided in BASE Scope	LSI: GOV-1 Model Organization SOLUTION Configuration (Available Day-1)
Supplied SAP_Training & Enablement Tools Package (Included)	Secure/Reliable/Scalable - AWS Gov-Cloud IaaS Environment for the Proposed SOLUTION	One-PRIME Supplier / One-Master LSI Contract	Minimal State of HI RFP / Contract Terms & Conditions - Exceptions/ Clarifications	Dedicated/Assigned LSI-Success Manager (Implementation & Post Go-Live)	Complete LSI-Change Management Support Package
SAP_Digital Boardroom Application (w/Multi-Monitors Setup for State of HI Finance and Budgeting organizations)	Near 100% (99.65%) Alignment to The State's FMS stated Functional, Technical and Business Process Requirements	Graduated Invoicing Plan (Years 1-4)	LSI - One of SAP's Most Tenured & Successful Strategic "Partner-managed-Solution Model" Organizations	Full-Support by SAP of LSI (as the PRIME Supplier) and the State of HI (End Client)	Initial- Proposed SAP SOLUTION Enablement/ Empowerment Workshops for the State EFS CORE Project Team (Included)
SAP Public Sector GASB-87 Compliance Solution Included	Utilization of the SAP 5 th Generation Statewide ERP/Finance/Budget Solution	Most Risk Adverse Provider (LSI) and Solution (SAP) available for the State for the FMS Project Initiative	On-Island Subcontractor Contributions to LSI for the State EFS Project Initiative	Annual Reviews with the State of deployed SAP_FMS SOLUTION for Continuous Optimization opportunities	Connection of the State of HI with the LSI/SAP Public Sector Client Community
Most Advanced and Functional SAP_Enterprise Reporting, Predictive and Planning based Application Suite (Included)	Most Advanced, Functional and natively integrated SAP_Enterprise Data Warehouse (Included)	Simplified - Proposed SAP EFS SOLUTION SaaS Pricing Model	On-Island Sub contractor contributions to LSI for the State EFS Project Initiative	Continuous SAP EFS Solution Functional & Technical Enhancements	The State's ability to dictate and schedule-future SAP EFS Solution Updates / Upgrades

An aerial photograph of a tropical coastline. In the foreground, there's a sandy beach curving along a bay with clear, turquoise water. The background features a range of lush, green mountains under a sky with scattered white clouds. A large white arrow graphic, composed of blue geometric shapes, points to the right and is positioned behind the text.

Proposed Solution

SAP S4/HANA - ERP CLOUD SUITE

- Foundational BASE Platform
- Foundational Real-Time/In-Memory Data Processing Platform

SAP S4/HANA Financial Operations CLOUD SUITE

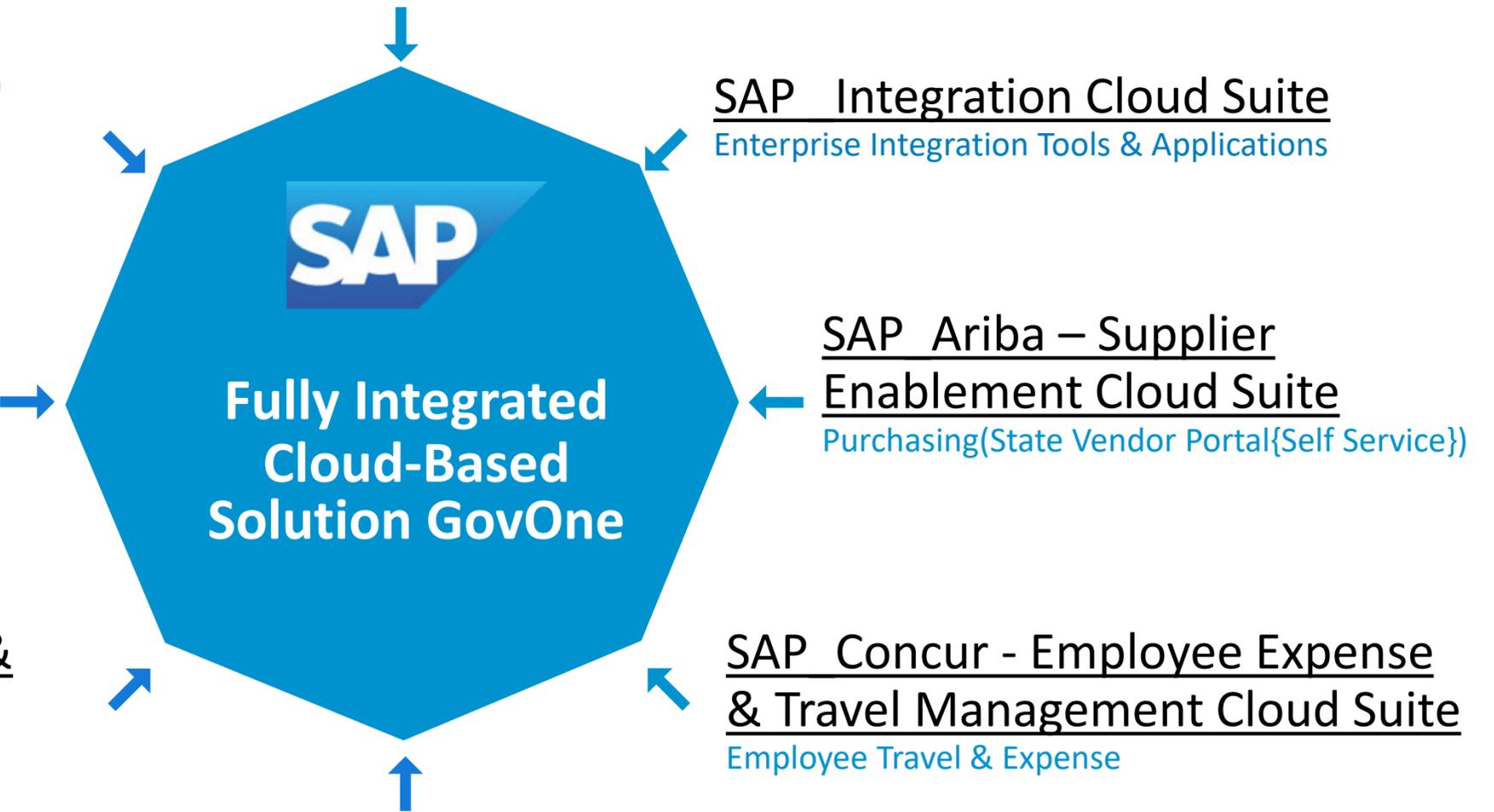
- General Ledger • Encumbrances • Accounts Payable
- Accounts Receivable • Cash Management • Purchasing(Financial Integration)
- Grant Management • Projects
- Investments • Asset Inventory • Appropriations

SAP Training & Enablement CLOUD Suite

State of HI CORE Project Team / State of HI Next-Gen FMS
User Training & Enablement Tools

SAP Public Sector Budget Planning & Management Cloud Suite

Budget Preparation



SAP Integration Cloud Suite

Enterprise Integration Tools & Applications

SAP Ariba - Supplier Enablement Cloud Suite

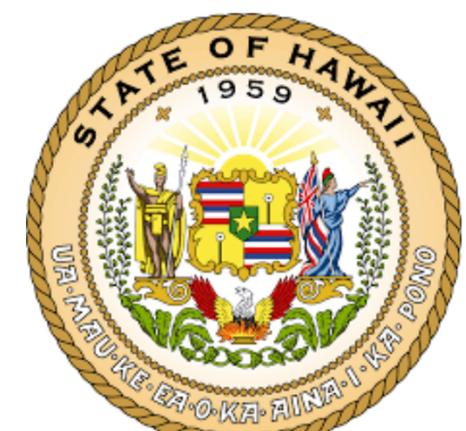
Purchasing(State Vendor Portal{Self Service})

SAP Concur - Employee Expense & Travel Management Cloud Suite

Employee Travel & Expense

SAP Enterprise Reporting & Analytics Cloud Suite

- Enterprise Data Warehouse
- Enterprise Reporting Platform
- Enterprise Advanced, Predictive & Planning Analytics Platform

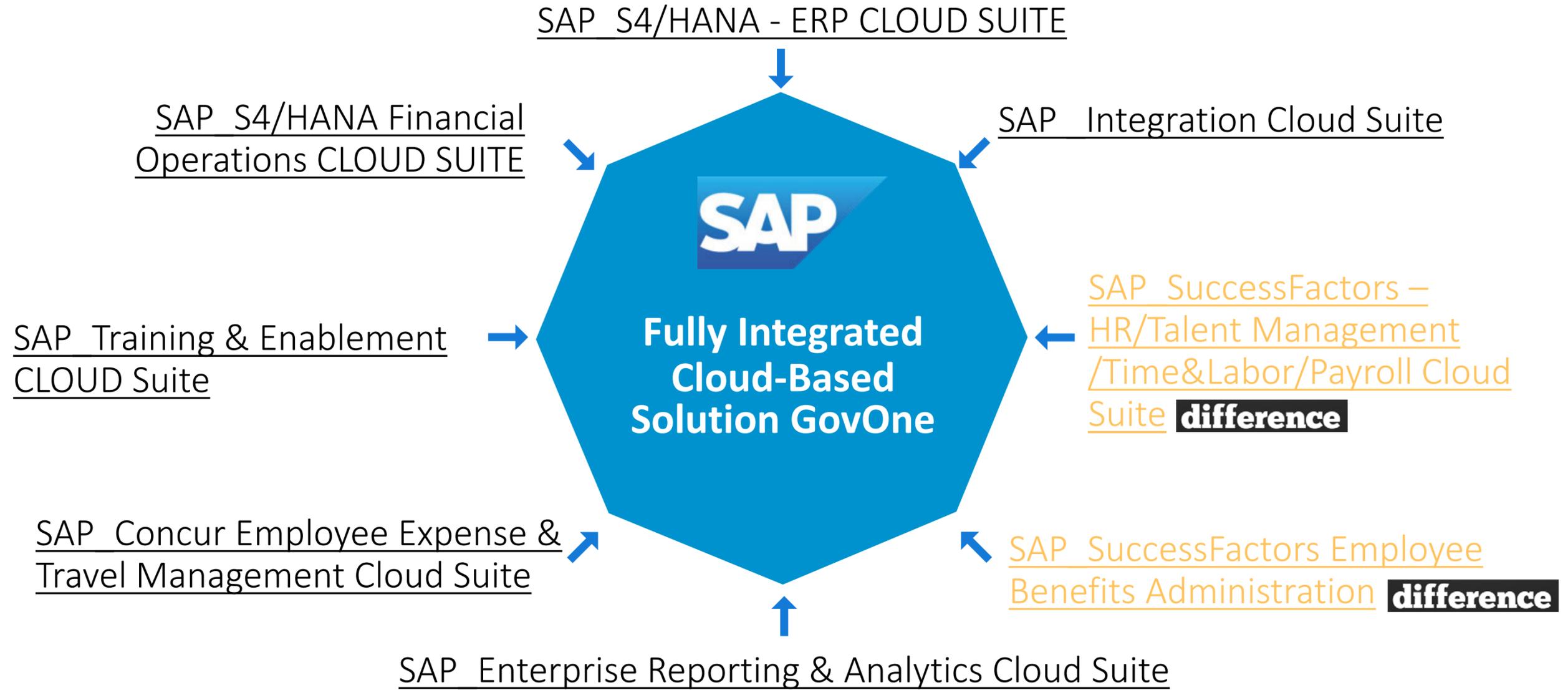




Enterprise Transformation Initiative



2019



Not Provided
SAP_Public Sector Budgeting Planning & Management Cloud
SAP_Ariba Supplier Enablement

HIGHWAYS FINANCIAL
MANAGEMENT SYSTEM
PROJECT STATE OF HAWAII

DEPARTMENT OF
TRANSPORTATION
HIGHWAYS DIVISION
(DOT)

SAP S4/HANA - ERP CLOUD SUITE

- Foundational BASE Platform
- Foundational Real-Time/In-Memory Data Processing Platform

SAP S4/HANA Financial Operations CLOUD SUITE

- General Ledger • Encumbrances • Accounts Payable • Accounts Receivable Purchasing(Financial Integration) • Grant Management • Projects • FHWA • Work Orders • Appropriations • Travel Reimbursements

SAP Integration Cloud Suite Integration Tools & Applications

SAP Training & Enablement CLOUD Suite User Training and Enablement Suite

SAP Public Sector Budget Planning & Management Cloud Suite Budget Preparation

SAP Enterprise Reporting & Analytics Cloud Suite

- Business Warehouse and Reporting
- SAP Analytics Platform

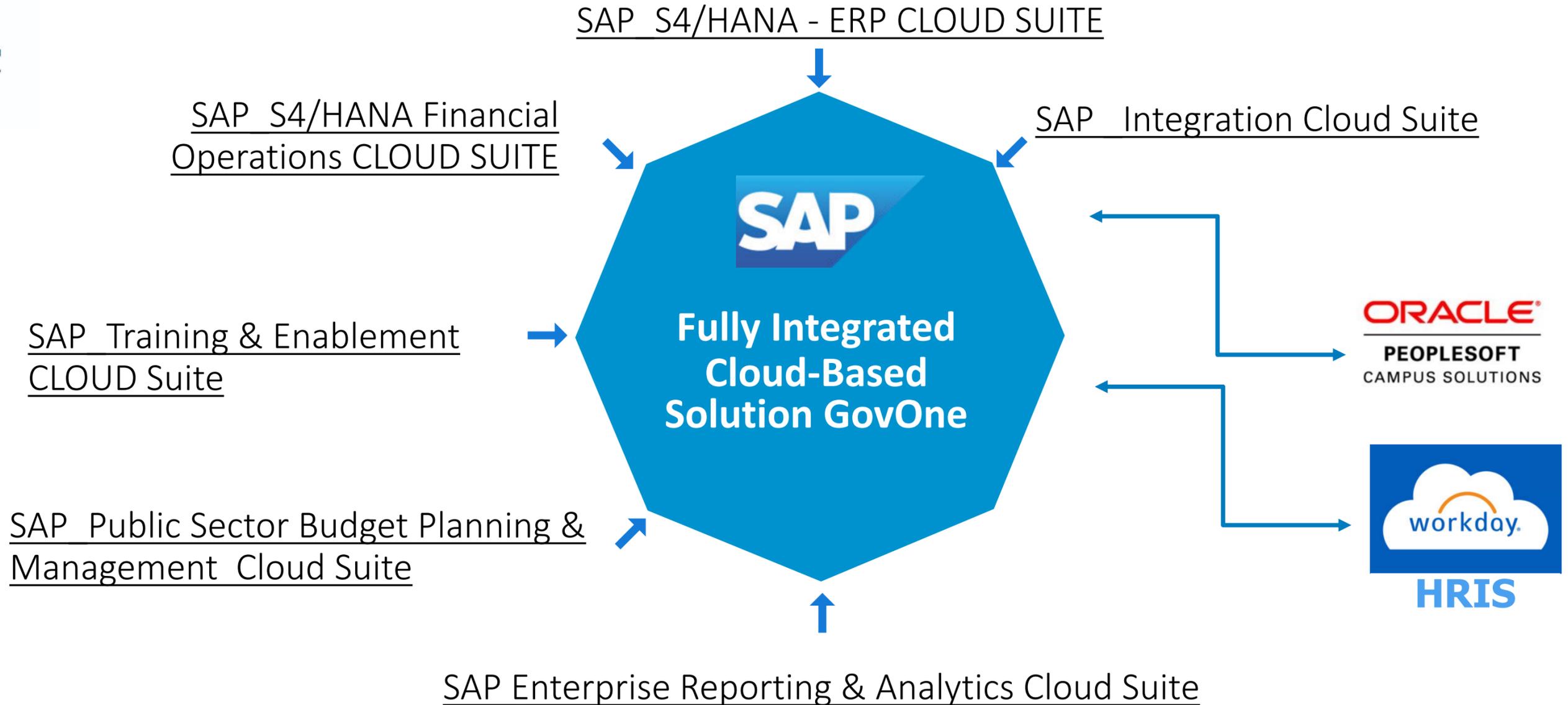


- Not Provided**
- SAP_Concur Employee Expense & Travel Management Cloud
 - SAP_Ariba Supplier Enablement





Enterprise Transformation Initiative

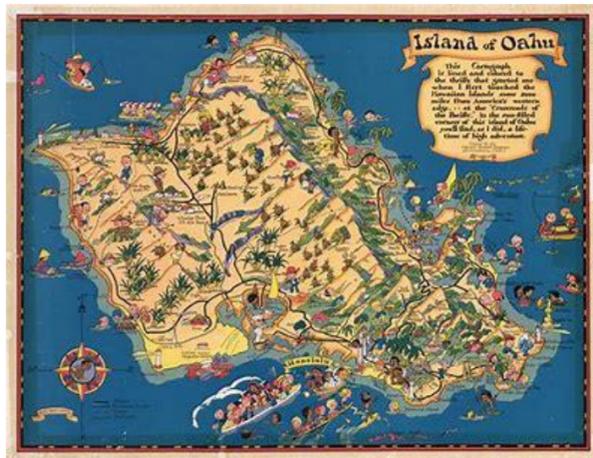


- Not Provided**
- SAP_Concur Employee Expense & Travel Management Cloud
 - SAP_Ariba Supplier Enablement



Cloud Engineer

Favorite Hawaiian Island Oahu



Roles and Responsibilities:

Lead Cloud Architect

Expertise:

Hosting, Cloud, and AMS leader harnessing over 20 years of Global Delivery Services Management experience. Trusted leader to build and manage teams across global support and services for leading enterprise service companies. Proven track record of meeting managerial and technical automation requirements and customer needs, while developing and implementing effective complex information technology operations.

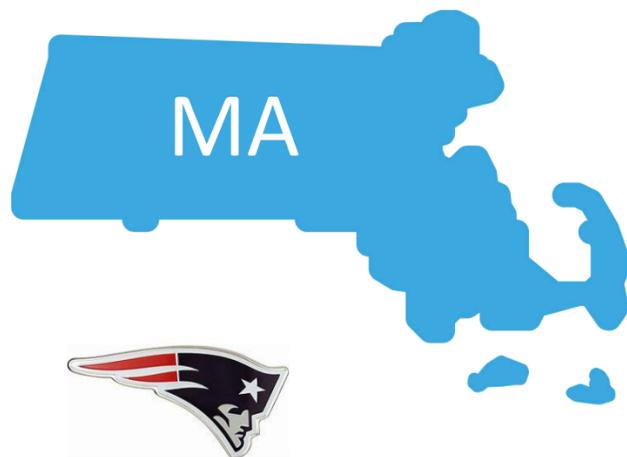
Client Experience

Public Sector: – State of Nevada, City of Palo Alto, State of Illinois, State of Michigan
Commercial Sector: ESTEE, GE GRID, GE Power, Cargill, Smithfield

Certifications

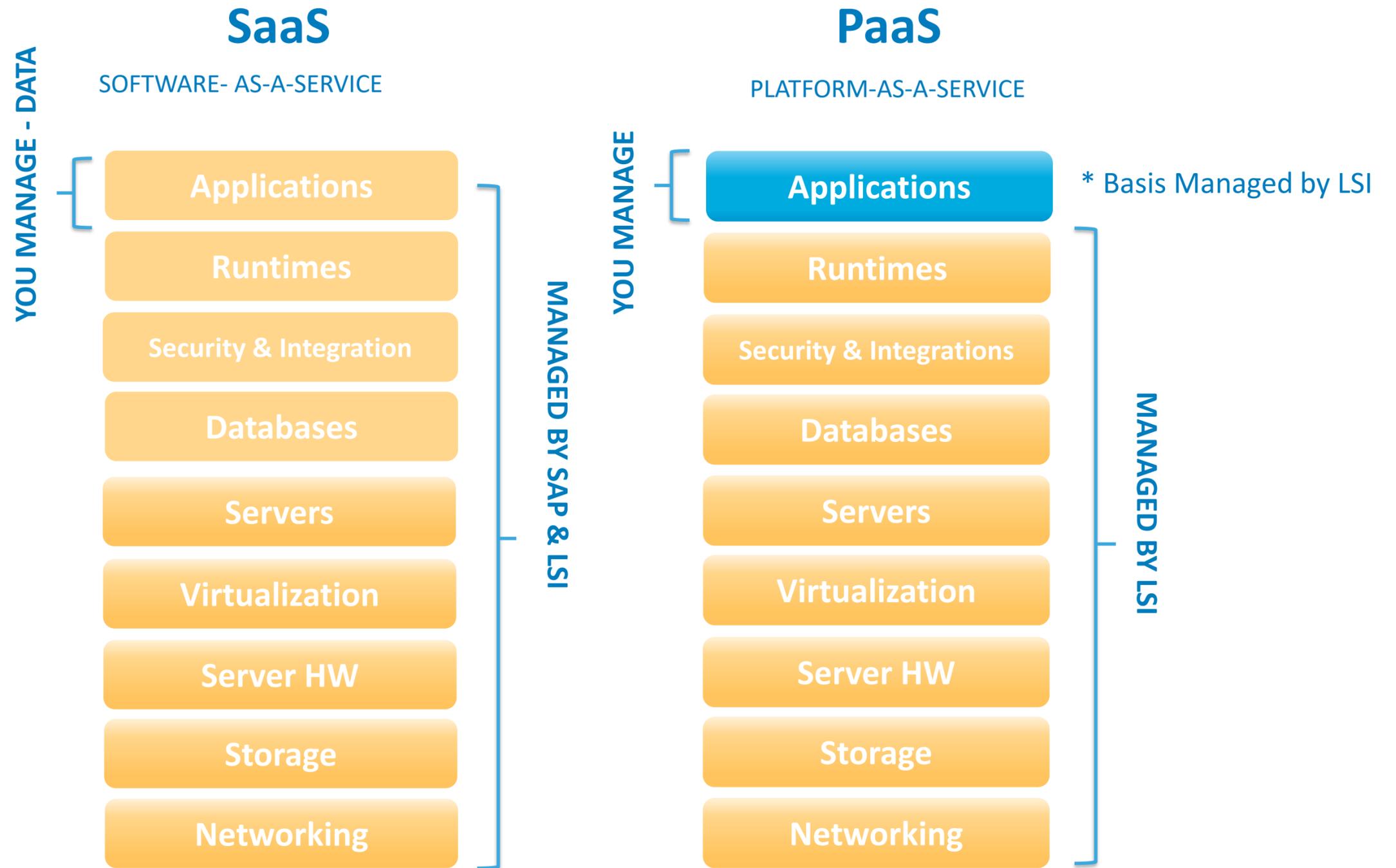
AWS Certified Cloud Practitioner
AWS Certified Solutions Architect
SAP Basis Certified

Home State

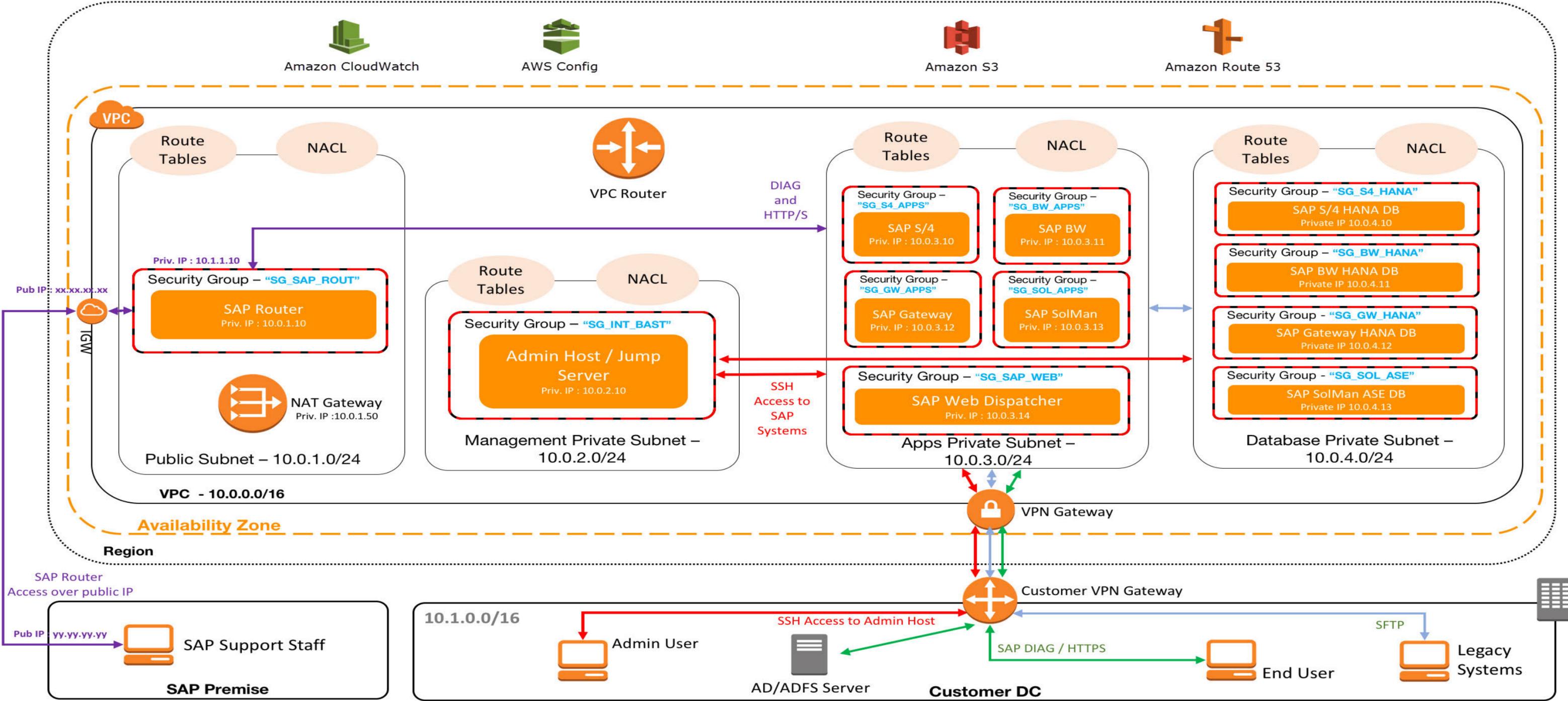


Separation of Responsibilities

- SaaS**
 - SAP Analytics Suite
 - SAP Travel Suite
 - SAP Integration Suite
 - SAP Supplier Enablement Suite
- PaaS (Private LSI GovOne Cloud)**
 - SAP S/4 HANA ERP Suite



System Architecture (AWS Example)



Security Solution Standards



Data Protection

LSI maintains general, industry-specific data privacy, SAP product security and safety standards:

- Business Data is stored in data centers with defined data security management policies.
- Users who require access to business data must authenticate themselves and their identity must be verified by user and access management.



Data Center Best Practices

LSI follows operating best practices for data centers:

- Computation and storage parts of solutions are deployed over separated fire-safe areas to support disaster recovery.
- A redundant hardware storage system performs regular backups.
- An advanced database management solution is used to isolate each customer's business information.



External Auditing

LSI performs regular audits to enable early detection of security issues:

- We undergo third-party validations and certifications of our policies and procedures for security, privacy and data integrity.
- We maintain several different certifications and accreditations.

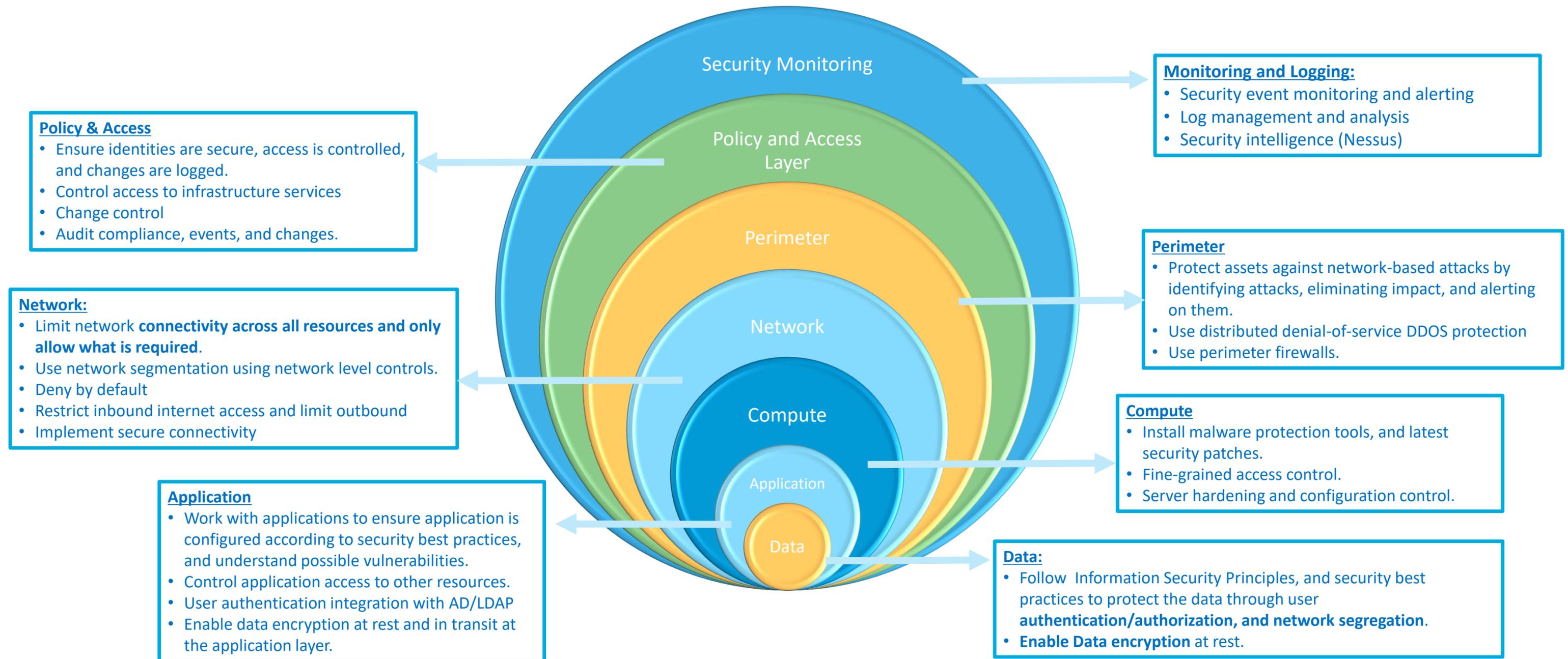


User Administration and Authentication

S/4HANA relies on the user management and authentication mechanisms provided with the NetWeaver technology platform and the HANA platform.

Layered Security Approach

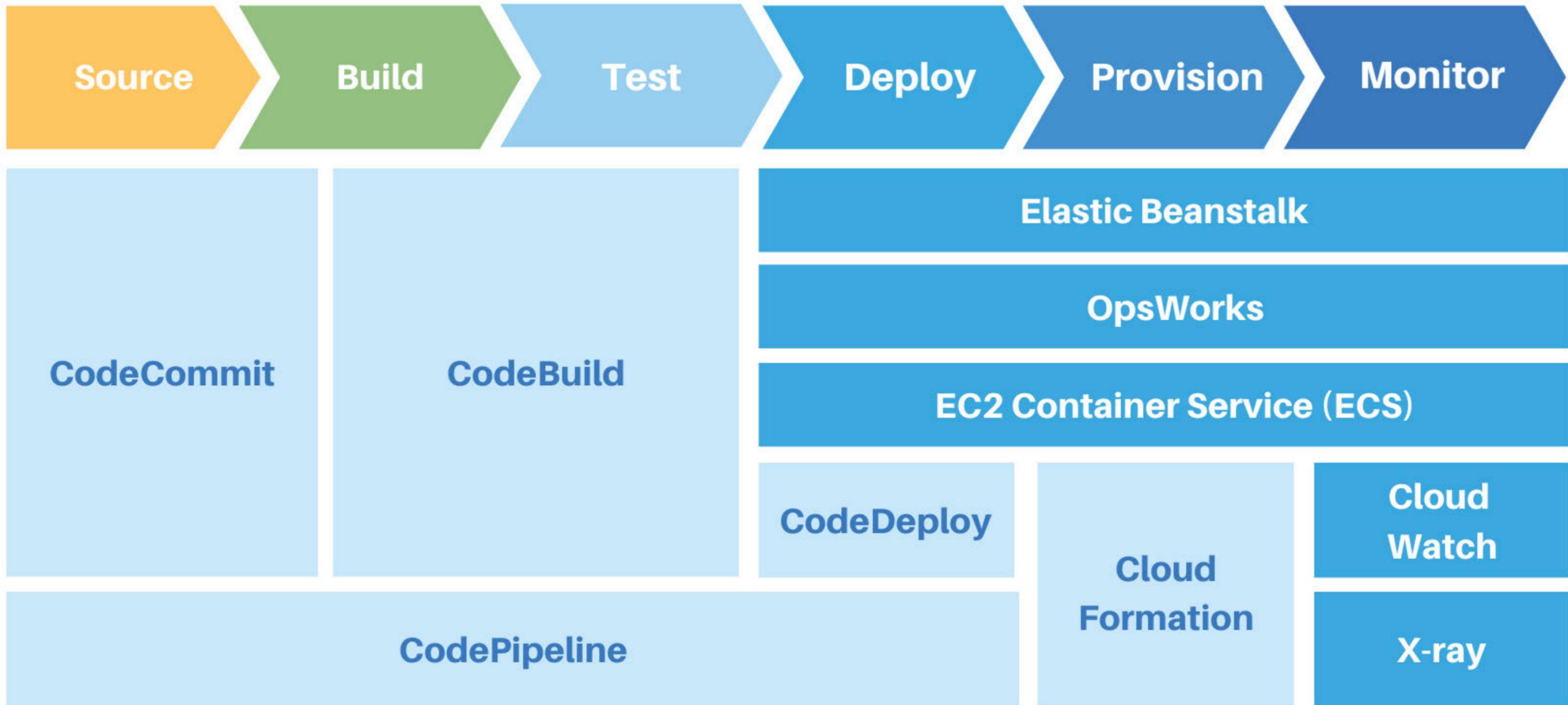
Security mechanisms and controls applied at different layers of the application stack to protect confidential/sensitive data stored on servers and storage devices. The common principles used to define security posture are confidentiality, integrity, and availability.



Cloud Management Tools (AWS Example)



DevOps Tools Stack (AWS Example)



Technical Solution Overview Benefits Summary with LSI



Reporting

Enterprise Analytics & Reporting
Data Warehousing & Stakeholder Requests

Implementation

Implementation Approach
Testing, including Regression
Training/Conversion/Maintenance
Integration/Interface/User Experience
Schedule & Resource Team
Partnership Roles
On-island vs. Remote Support

Budget

Workflow of Interest
Budget Development/Appropriations/Allocations
Personnel Budgets
Reporting

Opening & Proposed Solution

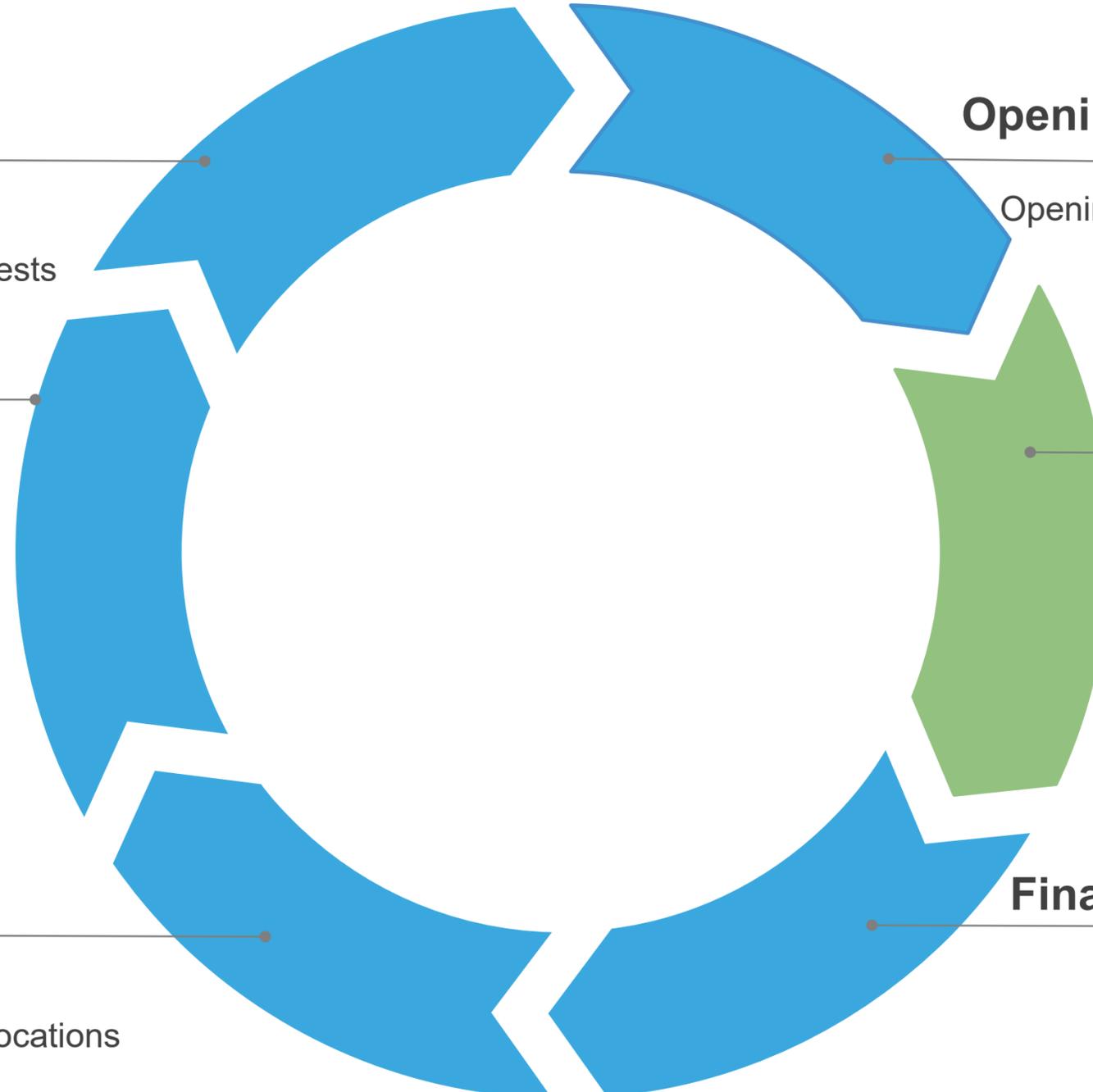
Opening Remarks & Team Introductions
Technical & Solution Architecture
System Diagrams

Finance & Accounting

General Ledger
Chart of Accounts
Funds Management
Grants /Projects
Asset Inventory
Reporting

Finance & Accounting Cont.

Workflows of Interest
Encumbrances
Cash Management
Travel





Finance Solution Architect

Roles and Responsibilities:

Finance Oversight and QA Sponsor

Expertise:

Monette is a Certified Senior SAP Public Sector Consultant experienced in the areas of SAP Implementations & SAP Upgrades and SAP Public Sector System Integration. Over twenty years of budget and finance experiences in public sector, fully aware of the challenges and issues facing each public sector customer dealing with limited resources. Hands-on configuration experience with extensive knowledge of governmental accounting for state and local government

Client Experience

Purdue University, Clark County School District, Washoe County, Bernalillo County, Los Angeles Unified School District, St Louis Public Schools, City of San Diego, City of Portland, Judicial Council of California, Inland Empire, City of Tacoma, etc.

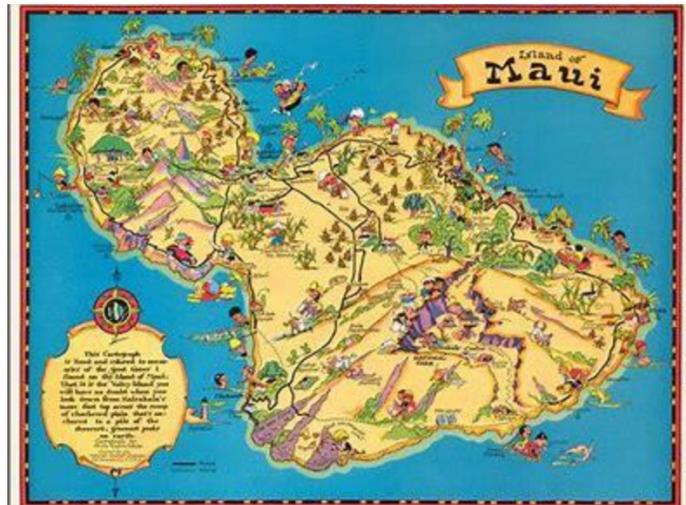
Background in Public Sector

Monette has worked extensively with many public sector clients both as a finance lead, quality assurance advisor, and/or public sector expert. She has expertise in in the Public Sector modules: Funds Management and Grants Management module.

Home State



Favorite Hawaiian Island Maui



Finance Accounting- Chart of Account

**Chart of
Accounts**

General
Ledger

Workflows of
Interest

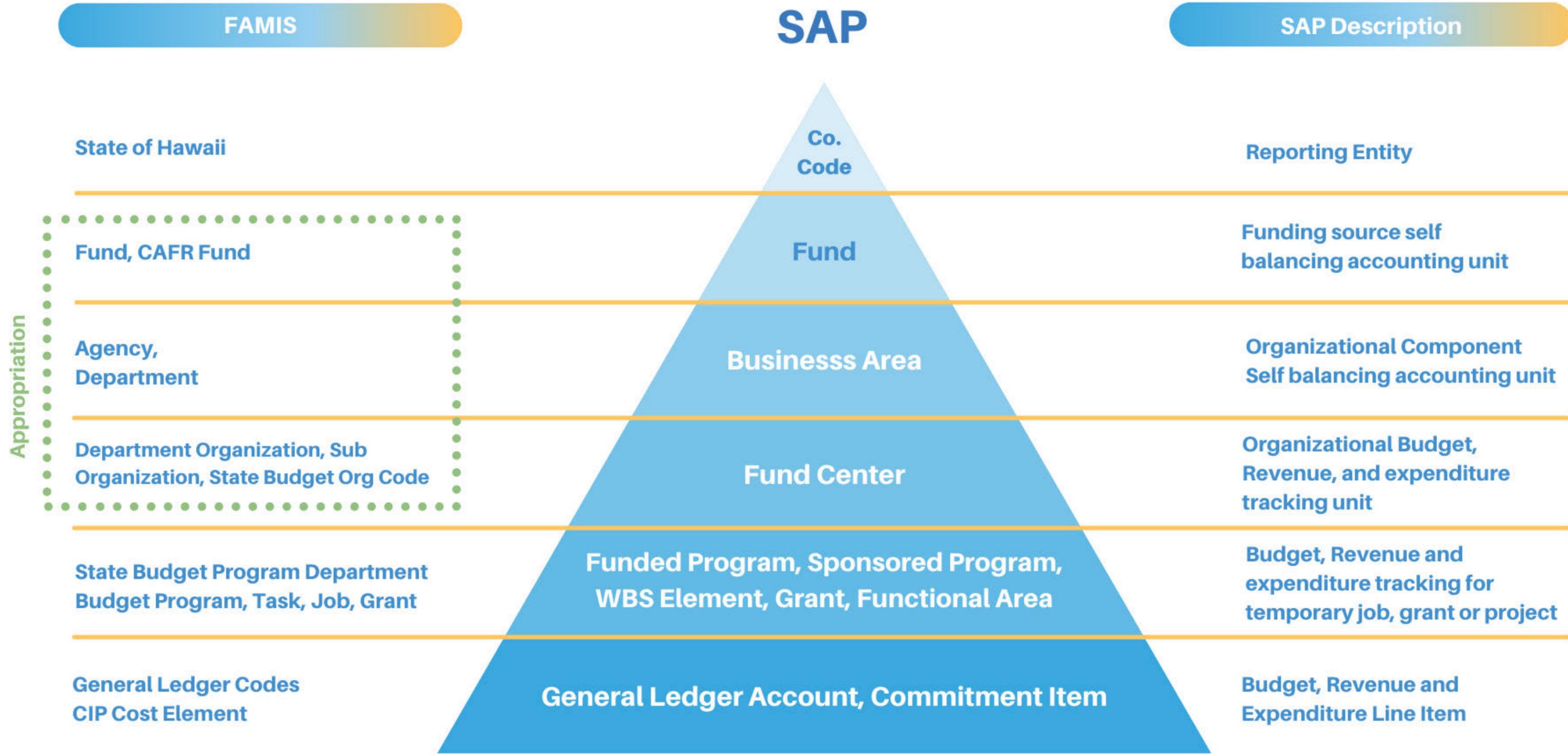
Funds
Management

Grants
Management

Asset
Inventory

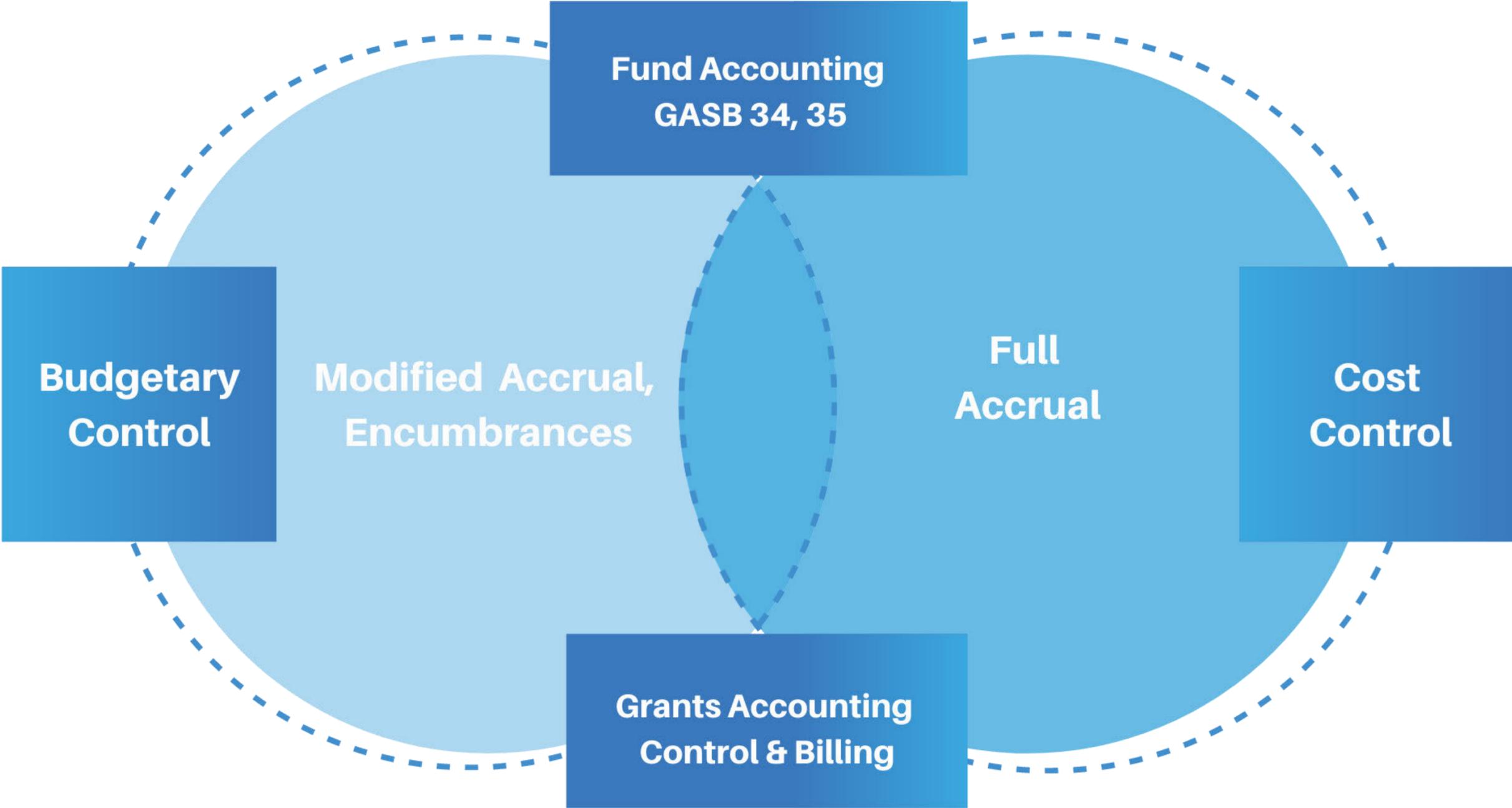


Chart of Accounts - FAMIS to SAP



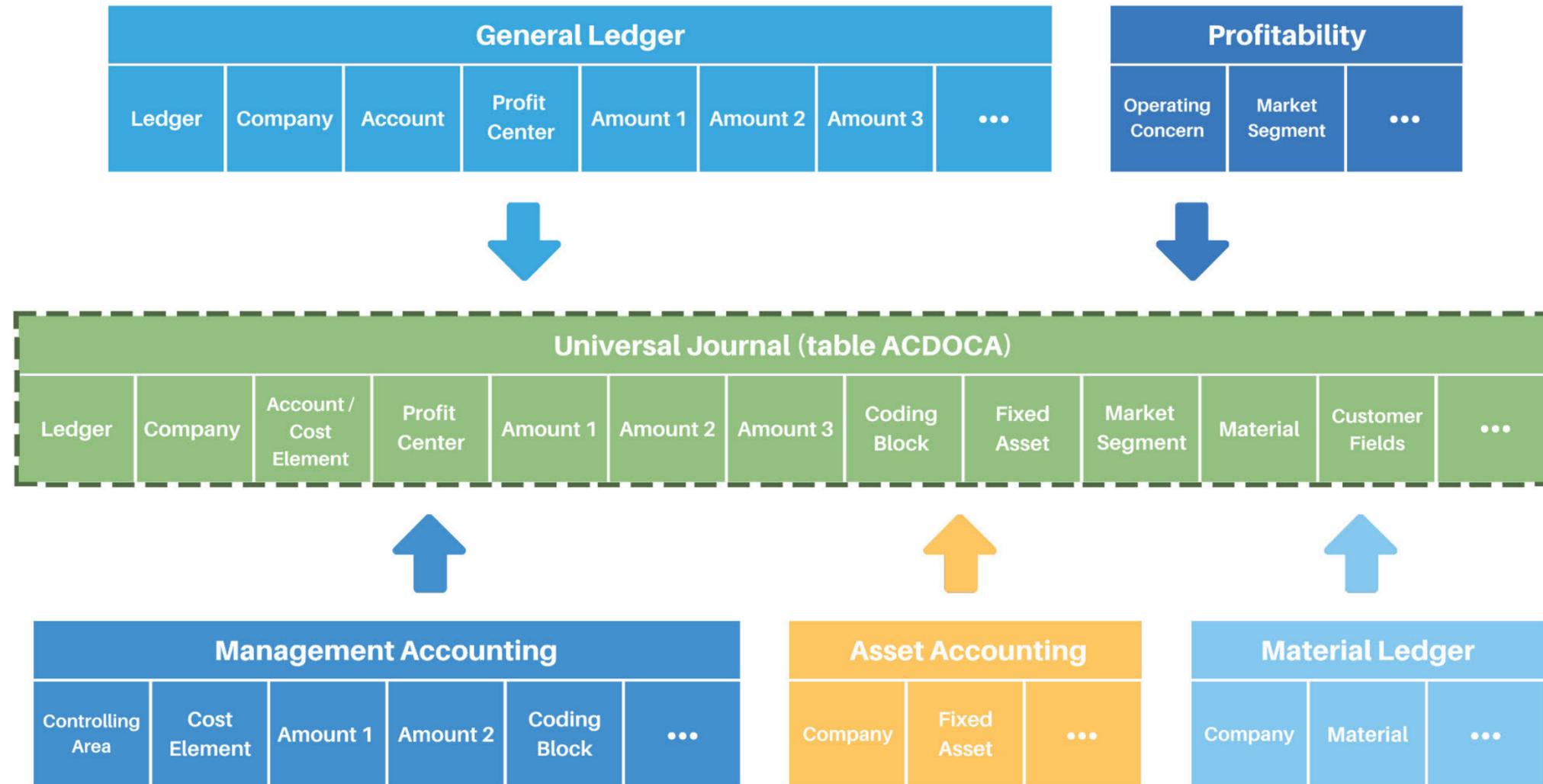
Hierarchies can be created for any element

Government Accounting Requirements



Universal Ledger – SAP Single Source of Truth

Universal Journal Single Source of Truth



- Single line-item table ACDOCA
- 360 + data objects
- Combines transactional line items from different sub-ledgers: general ledger, controlling, material ledger, fixed assets, etc.
- Reporting is fast and flexible
- Business Intelligence (BI) frontend tools can be used for operational reporting in the transactional system

A single universal journal entry can have (technically) up to 999,999 line items

→ [less or no need for summarization](#) (depending on data volume)

Mapping of State of Hawaii Segments to SAP Master Data

SEGMENT NAME	SEGMENT DESCRIPTION	SAP MASTER DATA
Budget Fiscal Year	The budget fiscal year for which the transaction is posted. Budget fiscal year corresponds to the legislatively adopted annual budget for a given year.	Fiscal Year
State CAFR Fund	Defines the fund group used for CAFR reporting: governmental, proprietary, and fiduciary. Additionally, component units are also identified through the CAFR Fund code.	Fund Types
State Fund Code	Identifies the accounting/operational fund groups. There are five fund code groups: general, special, bond, trust, and agency.	Fund Groups
Organizational Structure	Provides the organization structure and hierarchy of the state agencies. This segment is organization in a generational-hierarchy structure to allow for "roll-up" and "drill-down" across each level of the organization.	Fund Center
General Ledger Codes	The account codes used for transaction processing. This segment code provides for the grouping structure of the accounts as well as the account code. The code is structured as xxx xx xx xxx where the first three segments define the top level grouping structure, the second and third segments provide up to two additional sub-grouping categories and the final three digit segment is the account code. This summary structure also allows for "roll-up" and "drill-down" of transactions by their account grouping.	General Ledger and use of sets for reporting
Means of Financing Code	Identifies the funding source to classify funds for budget preparation and operational execution purposes.	Fund
Appropriation Code	The code assigned to each provision of funds made by the state	Budget Control Address
Grant Number	Represents the grant a transaction is associated with	Grant Number
Bond Number	Represents the bond a transaction is associated with	Fund

Mapping of State of Hawaii Segments to SAP Objects

SEGMENT NAME	SEGMENT DESCRIPTION	SAP MASTER DATA
State Budget Program Structure	Represents where in the state budget structure a transaction is associated with	Fund Center
State Budget Program ID	Represents where in the state budget program a transaction is associated with	Funded Program
State Budget Org Code	Represents where in the state budget organization structure a transaction is associated with	Cost Center
Department Budget Program Structure	Represents where in the department budget structure a transaction is associated with, if the department has a separate budget structure	Fund Center
Department Budget Program ID	Represents where in the department budget program a transaction is associated with, if the department has a separate budget structure	Fund Center
CIP Cost Element	Identifies whether a project cost is to be capitalized or expensed	General Ledger
Asset Code	State-wide asset tracking number for assets placed in service	Asset Number
Encumbrance Code	Identification of encumbrance transactions	Commitment Items
GAAP Major Function Code	Associates transactions with their GAAP Major Function presentation on the CAFR	Fund Types
Commodity Code	Provides the detail for what commodity is being purchased	Material Number/Material Group
Location Code	Provides additional location detail (i.e., island or legislative district)	Cost Center
Resource Code		Activity Type
Payroll Position Number	Provides integration with the payroll system to allocate payroll cost by org structure	Personnel Number
Project Number	Project management system for tracking CIP projects and programmatic projects (i.e., unemployment insurance program)	WBS Element

Mapping of State of Hawaii GL Codes to SAP General Ledger (1:1)

GL Codes	Description	SAP General Ledger	Description
1010100001	Cash On Hand	1010100001	Cash On Hand
1010200001	Cash in Bank	1010200001	Cash in Bank
1010200018	Check Settlement Clearing	1010200018	Check Settlement Clearing
1010200019	Check Transfer Clearing	1010200019	Check Transfer Clearing
1010200020	Electronic Benefit Transfer	1010200020	Electronic Benefit Transfer
1010300001	Cash in Bank Outside Treasury	1010300001	Cash in Bank Outside Treasury
1010400001	Cash with Management Agent	1010400001	Cash with Management Agent
1010500001	Restricted Cash	1010500001	Restricted Cash
1020100001	Temporary Investments Noncash	1020100001	Temporary Investments Noncash
1020100002	Short Term Portion of Long Term Investments	1020100002	Short Term Portion of Long Term Investments
1020100003	Investment Maturities Clearing	1020100003	Investment Maturities Clearing
1020100004	Investment Purchases Clearing	1020100004	Investment Purchases Clearing
1020100005	Unamortized Premiums	1020100005	Unamortized Premiums
1020100006	Unamortized Discounts	1020100006	Unamortized Discounts
1020100024	Valuation Allowance	1020100024	Valuation Allowance
1020200001	Investments Held by Trustees under Revenue Bond Program	1020200001	Investments Held by Trustees under Revenue Bond Program
1020200002	Deposits Held in Trust	1020200002	Deposits Held in Trust

Chart of Accounts - Demo

Req.	Stakeholder Requests	LSI
	<p>UCOA Account Number/Code Initiation, Creation, Uploads and Table) Maintenance.</p> <ul style="list-style-type: none"> - Please demonstrate this process - Please demonstrate the security/access hierarchy to the different accounts – for example, within the FMS, how do we designate UAC codes that are broad and for every agency, as compared to those that are narrower - program or agency specific etc. - Please demonstrate the security/access and audit logging in this process - (NOTE: security/access applies to the entire FMS and should be demonstrated, but we can only select our top 5) 	✓
	<p>Demonstrate how your system is able to add, delete, and make updates to a chart of accounts. For example, retitle a Program ID or delete an appropriation code.</p>	✓
	<p>Demonstrate how your system can limit choices based on a chart of accounts. For example limit screen choices by general funds or by department.</p>	✓
	<p>Interfaces between jurisdictions outside of State treasury that use different Charts of Accounts</p>	✓
48	<p>Would the system be able to use the new Uniform Chart of Accounts (UCOA) as designed by the State? If so, please demonstrate and indicate how utilizing the various optional fields might impact costs.</p>	✓
48	<p>The system shall provide the ability to accumulate budgets, revenues or expenditures at any attribute associated with the organizational structure or program structure, project structure, GL account, or other classification structure.</p>	✓
121	<p>Supports consolidations across legal entities with dissimilar charts of accounts</p>	✓

State of Hawaii SAP S/4 HANA System - Launchpad



Chart of Accounts - Demo

The screenshot displays the Isi software interface. At the top left is the Isi logo. To the right is a 'Home' dropdown menu. Below this is a navigation breadcrumb: Home > G/L Reports > Document Entry > Funds Management Master Data Display > GL Master Data > Grant Master Data Dis >. The main area contains a grid of 18 tiles, each representing a different financial report or function. The tiles are arranged in three rows and six columns. The first row contains: 'Display Financial Statement', 'Trial Balance', 'Trial Balance Comparison', 'Pooled Cash Reconciliation', 'Trial Balance Report Trial Balance Report', and 'Display G/L Account Balances'. The second row contains: 'Display Line Item Entry', 'Maintain Financial Statement Versions', 'Audit Journal', 'Manage Journal Entries', 'Journal Entry Analyzer', and 'G/L Account Balances S_ALR_87012043'. The third row contains: 'G/L Account List S_ALR_87012333', 'Display GL Balances FAGLB03', and 'Query Browser Browse Views'. Each tile has a small icon at the bottom right. The 'G/L Account List S_ALR_87012333' tile is highlighted with a dashed border.

Display Financial Statement	Trial Balance	Trial Balance Comparison	Pooled Cash Reconciliation	Trial Balance Report Trial Balance Report	Display G/L Account Balances
Display Line Item Entry	Maintain Financial Statement Versions	Audit Journal	Manage Journal Entries	Journal Entry Analyzer	G/L Account Balances S_ALR_87012043
G/L Account List S_ALR_87012333	Display GL Balances FAGLB03	Query Browser Browse Views			

Chart of Accounts - Demo

ChAc G/L account CoCd Long Text				D	D
0010	100000	1000	Equity In Pooled Cash		
0010	100001	1000	Eqty Grant Indirect Cost (Idc) Due To / Due From		
0010	100200	1000	General Deposit Account		
0010	100202	1000	Gen. Deposit Account Outgoing Ach		
0010	100203	1000	Gen. Deposit Account Outgoing Wire		
0010	100204	1000	Outgoing Checks Refunds		
0010	100205	1000	Gen Deposit Interim Postings		
0010	100206	1000	Gen Deposit Account Incoming Checks		
0010	100207	1000	Gen Depositaccount Incoming Ach/Eft		
0010	100208	1000	Gen Deposit Account Incoming Wires		
0010	100209	1000	Gen Deposit Account Zba Trans		
0010	100300	1000	Disbursement Account		
0010	100301	1000	Disbursementaccount outgoing checks		
0010	100302	1000	Disbursement Account Outgoing Ach		
0010	100303	1000	Disbursement Outgoing Wire		
0010	100305	1000	Disbursement Interim Postings		
0010	100306	1000	Legacy Outstanding Items		
0010	100309	1000	Disbursement Account Zba Trans		
0010	100400	1000	HUD Guarenteed Loan Account		
0010	100500	1000	Escrow Account		

Chart of Accounts - Demo

    Display G/L Account Centrally

[Next tab](#) [Send mail](#) [Edit financial statement version](#) [Edit set](#) [Time-Dependent Attributes](#) [Services for Obj...](#) [More](#)

* G/L Account: Inventory Expense

* Company Code: Model Company Pub Sec

[Type/Description](#) [Control Data](#) [Create/bank/interest](#) [Key word/translation](#) [Information \(C/A\)](#) [Information \(CoCd\)](#)

Control in Chart of Accounts 0010 Demo Chart of Accounts

G/L Account Type:

Account Group:

Detailed Control for P&L Statement Accounts

Functional Area:

Description

Short Text:

G/L Acct Long Text:

Consolidation Data in Chart of Accounts 0010 Demo Chart of Accounts

Trading partner:

Chart of Accounts - Demo

    Display G/L Account Centrally

[Next tab](#) [Send mail](#) [Edit financial statement version](#) [Edit set](#) [Time-Dependent Attributes](#) [Services for Obj...](#) [More](#)

* G/L Account: Inventory Expense

* Company Code: Model Company Pub Sec

[Type/Description](#) [Control Data](#) [Create/bank/interest](#) [Key word/translation](#) [Information \(C/A\)](#) [Information \(CoCd\)](#)

Control in Chart of Accounts 0010 Demo Chart of Accounts

G/L Account Type:

Account Group:

Detailed Control for P&L Statement Accounts

Functional Area:

Description

Short Text:

G/L Acct Long Text:

Consolidation Data in Chart of Accounts 0010 Demo Chart of Accounts

Trading partner:

Chart of Accounts - Demo

SAP Migration Project: Data Conversion

Save Cancel Back Refresh Export Content Import Content

Migration Project Details Edit

Name: Data Conversion Migration Status: In Process
 Data Source: File Mass Transfer ID: 008
 Default View: On-premise - Enterprise Management scope
 Data Retention Time: Days

Migration Objects Notifications Settings

View: Standard View Open

Migration Status	Name	Documentation	Dependent Migration Object
Not Started	Activity price (restricted)	Show	Activity type
Not Started	Activity type	Show	
Not Started	Bank	Show	
Not Started	Bank account balance	Show	
Not Started	Batch (if Batch is unique at material level)	Show	Material
Not Started	Batch (if Batch level is at plant level)	Show	
Not Started	Cash memo record	Show	
Not Started	Characteristic	Show	
Not Started	Class	Show	Characteristic
Not Started	Condition contract	Show	Pricing condition (general)
Not Started	Consent	Show	
In Process	Cost center	Show	Profit center
Not Started	Customer	Show	Bank
Not Started	Customer (deprecated)	Show	Bank
Not Started	Customer - extend existing record by new org levels	Show	Customer
Not Started	Customer -extend exist record by new org levels (deprecated)	Show	Customer (deprecated)
Not Started	Customer Material	Show	Characteristic
Not Started	Equipment	Show	Material BOM
Not Started	Equipment task list	Show	Equipment
Not Started	Exchange rate	Show	

Chart of Accounts - Demo

Migration Project: Data Conversion

Save | Cancel | Back | Refresh | Export Content | Import Content

Migration Project Details Edit

Name: Migration Status: In Process
Data Source: File Mass Transfer ID: 008
Default View:
Data Retention Time: Days

Migration Objects Notifications Settings

View: |

Migration Status	Name	Documentation	Dependent Migration Object
Not Started	Functional location	Show	
Not Started	Functional location task list	Show	Functional location
Finished	G/L account	Show	
Not Started	General task list	Show	
Not Started	Inspection method	Show	QM/PM catalog code group/code
Not Started	Inspection plan	Show	Inspection method

Chart of Accounts - Demo

Change Validation: Overview

Display -> Change More v

Validations	
Application area/Time	
Asset Accounting	
Cost Accounting	
SAP Consolidation	
Financial Accounting	
Document header	
Rules	
Line Item	
TC_0001	Validation Rule
Step 001	GLA 200060 and Doc Type ZT
Step 002	Road Districts-Don't Allow BA 1000
Step 003	Fund 8000 requires Bus Area 1199
Step 004	Fund 8002 requires Bus Area 1000
Rules	
Complete document	
Funds Management	
Public Sector France	
Special Purpose Ledger	
Joint Venture Accounting	
Financing	
FI-LC Consolidation	
Project System	
Real Estate	
Warranty	

In this step, you can create and maintain [validations](#).

Actions

1. Expand the hierarchy to the desired application area and event.
2. Select the validation that you want to change or use as a template.
3. Proceed as directed in the instructions for creating and maintaining a validation.

Create validation

- a. To create a validation without a template, select an event and choose the Create validation button.
- b. To create a validation using a template, choose the Copy validation button.

Maintain validation

1. Define a validation step or choose a validation step for processing.
2. Enter a prerequisite, a check and a validation message for each validation step. The message is output if the prerequisite is fulfilled and the check is not fulfilled.

Transport type

You transport validations manually into the productive system using the function "Validation" -> "Transport".

You can also transport validations using a specific Customizing transaction. For more information, see the ["Transport Validations"](#) activity.

Additional information

For more information on creating and maintaining validations, see "Financial Accounting -> Special Purpose Ledger -> Tools -> Maintain Validation/Substitution/Rules -> Maintain Validations" in the R/3 Library.

Chart of Accounts - Demo

The screenshot shows the Isi application dashboard with a navigation bar at the top containing: Home, Document Entry, Funds Management Master Data Display, **GL Master Data**, Grant Master Data Display, Project Master Data, Inventory Movements Group, and Budgeting and Planning. Below the navigation bar is a grid of nine tiles:

- Manage G/L Account Master Data
- Display GL Master Data FS00
- Maintain Commitment Item FMCIC
- Change GL Sets GS02
- Display GL Sets GS03
- Display Fund FM55
- Change Fund FM5U
- Process Functional Area FM_FUNCTION
- Manage Chart of Accounts
- Manage Commitment Items 360° View
- Manage Funds 360° View
- Manage Functional Areas 360° View
- List of All Chart of Accounts List of All Chart of Ac... OB13

The screenshot shows the details page for a chart of accounts. The page title is "Change View 'List of All Charts of Accounts': Details". The navigation bar includes: New Entries, Copy As..., Delete, Undo Change, Previous Entry, Next Entry, Other Entry..., and More. The main content area contains the following fields:

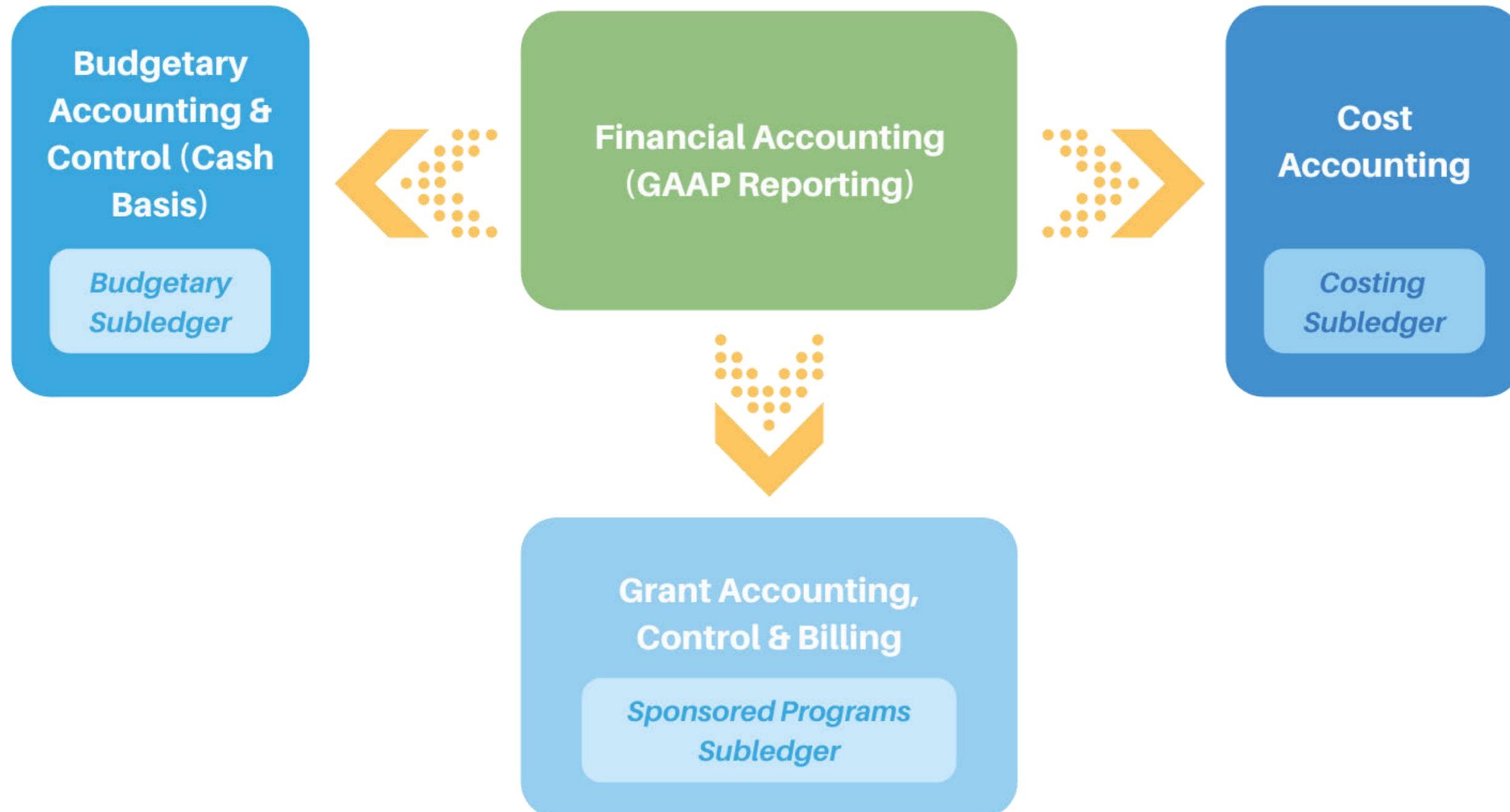
- Chart of Accts: 0010
- Description: Demo Chart of Accounts
- General specifications:
 - Maint. Language: English
 - Length of G/L Account Number: 6
- Consolidation:
 - Group Chart of Accts: [Empty field]
- Status:
 - Blocked

A blue arrow points to the "Group Chart of Accts" field.

Finance Accounting- General Ledger



SAP Supports Multiple Bases of Accounting



Req #	Stakeholder Requests	LSI
84	The system shall provide the ability to concurrently support multiple accounting bases including cash, budgetary accounting, modified accrual, and full accrual, based on user-defined parameters and instantaneously upon demand by the end user	✓
100	The system shall provide the ability to track transactions, based on user-defined criteria (e.g., accounting period, accounting fiscal year, calendar year, grant/fund year, fund, appropriation, program structure, organization structure, project/project period, receipt date, posting date, multiple calendars).	✓
120	Supports financial consolidation across legal entities/business units with revaluation/translation processing	✓
121	Supports consolidations across legal entities with dissimilar charts of accounts	✓
180	The system shall provide configurable year-end reports, with the ability to automate standard/ recurring journal entries, reclassifications, adjustments and reversals necessary to present cash basis, budgetary/legal basis, CAFR, and GAAP/GASB basis reports	✓
	Currently activity occurs in current and prior fiscal years concurrently. For example, payments on prior year encumbrances while expenditures and encumbrances occur in the current year. How would your system handle this?	✓

General Ledger- Demo

isi Home ▾

Home ▾ G/L Reports Document Entry Funds Management Master Data Display GL Master Data

<p>Display Financial Statement</p> 	<p>Trial Balance</p> 	<p>Trial Balance Comparison</p> 	<p>Pooled Cash Reconciliation</p>	<p>Trial Balance Report Trial Balance Report</p> 
<p>Display G/L Account Balances</p> 	<p>Display Line Item Entry</p> 	<p>Maintain Financial Statement Versions</p> 	<p>Audit Journal</p> 	<p>Manage Journal Entries</p> 
<p>Journal Entry Analyzer</p> 	<p>G/L Account Balances S_ALR_87012043</p> 	<p>G/L Account List S_ALR_87012333</p> 	<p>Display GL Balances FAGLB03</p> 	<p>Query Browser Browse Views</p> 

General Ledger- Demo (Display Financial Statements)




Display Financial Statement 
 

CC1000 
Hide Filters 

*Company Code: 
*Ledger: 
*Statement Version: 
*Statement Type: 
*End Period:
*Comparison End Period:

*Currency: 
Functional Area: 
Business Area: 
Adapt Filters (7) 



[All Accounts](#)
[Balance Sheet](#)
[Profit & Loss](#)
[Unassigned Accounts \(3\)](#)
[Notes](#)






Description	G/L Account	Period Balance	Comparison Balance (Act...	Absolute Difference	Relative Difference
> ASSETS		-279,518,554.51 USD	-230,123,209.60 USD	-49,395,344.91 USD	-21.5
> LIABILITIES		-5,890,540.90 USD	-33,032.00 USD	-5,857,508.90 USD	-17,732.8
> NET POSITION		230,156,241.60 USD	163,761,031.62 USD	66,395,209.98 USD	40.5
> NET RESULT: LIABILITIES		285,409,095.41 USD	230,156,241.60 USD	55,252,853.81 USD	24.0
> P+L RESULT		-285,445,195.41 USD	-230,189,241.60 USD	-55,255,953.81 USD	-24.0
> Revenue		-3,027,065.53 USD	-14,073.50 USD	-3,012,992.03 USD	-21,409.0
> Expense		58,316,019.34 USD	66,442,283.48 USD	-8,126,264.14 USD	-12.2
> NOT ASSIGNED		-36,100.00 USD	-33,000.00 USD	-3,100.00 USD	-9.4

General Ledger- Demo





Display Financial Statement 
 

CC1000 
Hide Filters 

*Company Code: 
 *Ledger: 
 *Statement Version: 
 *Statement Type: 
 *End Period:
 *Comparison End Period:

*Currency: 
 Functional Area: 
 Business Area: 
Adapt Filters (7)



All Accounts
Balance Sheet
Profit & Loss
Unassigned Accounts (3)
Notes





Default 


Description	G/L Account	Period Balance	Comparison Balance (Act...	Absolute Difference	Relative Difference
Consultants	511722	76,000.00 USD	0.00 USD	76,000.00 USD	0.0
Operation Management Contract	511754	8,177.77 USD	0.00 USD	8,177.77 USD	0.0
Landscaping Services	511755	6,433.33 USD	0.00 USD	6,433.33 USD	0.0
Inventory Expense	511800	6,666.66 USD	0.00 USD	6,666.66 USD	0.0
Lab Supplies	511803	200.00 USD	0.00 USD	200.00 USD	0.0
Xerox Supplies	511806	1,742.00 USD	0.00 USD	1,742.00 USD	0.0
Graphic Supplies	511817	7,214.00 USD	0.00 USD	7,214.00 USD	0.0
Other Operating Supplies	511890	0.00 USD	100.00 USD	-100.00 USD	-100.0
Software Non-Capital	511910	10,000.00 USD	0.00 USD	10,000.00 USD	0.0

General Ledger- Demo

Isi Display Process Flow - Accounts Payable Search Menu

Document Type: *Journal Entry: *Fiscal Year: *Company Code: Restore Go

Process Flow Grid Zoom In Zoom Out Refresh

```
graph LR; Purchasing --> Receiving; Receiving --> Invoicing; Invoicing --> Accounting; Accounting --> Clearing;
```

Receiving details:

- Goods receipt 5000000022/1
- Posted
- Quantity: 76000.000 EA
- Posting Date: 04/11/2019

Accounting details:

- Journal Entry 5000000009/100 0/2019
- Free for payment
- Reference:
- Posting Date: 04/11/2019

General Ledger- Demo

<

Change Document: Data Entry View

Display Another Document
Select Individual Object
Display Document Header
Display Currency
Services for Object v
More v

Data Entry View

Document Number:

Document Date:

Reference:

Currency:

Company Code:

Posting Date:

Cross-Comp.No.:

Texts Exist:

Fiscal Year:

Period:

Ledger Group:

Itm	Key	Acco...	Description	Amount	Tx	Cost Center	Order	WBS El...	BusA	Fund	Grant	Text	S...
2	96	200040	Goods Rcpt/Inv Rcpt	60,800.00-					1000				
4	96		Goods Rcpt/Inv Rcpt	15,200.00-					1000				
				• 76,000.00-									
1	81	511722	Consultants	60,800.00				1-110736.0	1000	250001	NOT-RELEVANT		
3	81		Consultants	15,200.00				1-110736.0	1000	5301	NOT-RELEVANT		
				• 76,000.00									
				• • 0.00									

Req	Stakeholder Requests	LSI
	Currently activity occurs in current and prior fiscal years concurrently. For example, payments on prior year encumbrances while expenditures and encumbrances occur in the current year. How would your system handle this?	

Investment Income Distribution

All Other Funds

Assets

Equity in Pooled Cash

Receivables

Prepayments

Liabilities

Accounts Payable

Equity in Pooled Cash Account

Treasury Fund

Assets

Cash

Bank Accounts

Investments

Liabilities

Equity in Pooled Cash

1. Investment income is distributed based on a fund's Average Daily Balance in the Equity in Pooled Cash Account.
2. Average Daily Balance (ADB) can be calculated based on Posting Date.
3. Income is distributed in the proportion of Fund ADB/ Total ADB based on a 365-day or 366-day year.
4. Program calculates the year's cumulative income and distributes the difference from what was already distributed.

Finance Accounting - Workflows of Interest



Workflows of Interest

Req #	Stakeholder Requests	LSI
	<p>Transactional Walkthroughs: Please walk us through: Journal voucher</p> <ul style="list-style-type: none"> - Input, cancellations and reversals– take one transaction of each type and walk It through the jv module then to the general ledger 	
	<p>Inventory</p> <ul style="list-style-type: none"> - Take one increment one increment, one decrement, one adjustment transaction and walk it through the inventory module to the general ledger 	
	<p>Invoice</p> <ul style="list-style-type: none"> - Please walk us through a purchase order (PO) invoice and a non-PO invoice through creation, including matching PO invoices to PO, then to payment – from the PO module to the general ledger 	
	<p>Encumbrances</p> <ul style="list-style-type: none"> - Please walk us through this process and include cancellations with increments (add backs) back to the originating appropriation 	
	<p>Interfaced data</p> <ul style="list-style-type: none"> - Please walk us through to general ledger and demonstrate how interfaced data gets processed – for example, payroll and interfacing agencies/departments 	
	<p>Closing Sequence, Closing Process</p> <ul style="list-style-type: none"> - Please walk us through the processing sequence for close – for example, do all the interfaced transactions have to be posted first/closed before modules that are resident in the FMS system (such as cash, purchasing, inventory, etc.) are worked on? - Second, what is the module close processing sequence for modules resident within the FMS? Does cash need to be closed first, then purchasing, inventory, accounts payable, etc. 	

Workflows of Interest - Inventory

Stock Overview: Basic List

New Selection Refresh More ▾

Selection

Material: 

Raw Material - Widget 1 External Manufacturer:

Material Type: ROH Raw materials

Unit of Measure: Base Unit of Measure EA

Stock Overview

Client/Company Code/Plant/Storage Location/Batch/Special Stock	Unrestricted use	Qual. inspection	Reserved	Rcpt reservation	On-Order Stock
Full	1,015.000				347.000
1000 Model Company Pub Sec	1,015.000				347.000
1000 Central Plant	1,015.000				347.000
1000 Central Stor Loc	1,000.000				
2000 Warehouse 1	15.000				315.000

Workflows of Interest - Inventory

Display Material Document 4900000007 - GL Demo

Services for Object More

Display Material Document 4900000007 2021

General Doc. info

Entered By: FI Documents

Created On: 04/05/2021 23:10:03

Transaction Code: Goods Movement MIGO_GI

Line	Mat. Short Text	Wa...	Qty in UnE	EUn	SLoc	Cost Center	Bus...	G/L Account
1	Raw Material - Widget 1	<input type="checkbox"/>	100.00	EA	Central Stor Loc	1100011000	1000	511800

Material Quantity Where Account Assignment

Movement type: 501 + Receipt w/o PO

Stock type: Unrestricted-Use

Display Document: Data Entry View

Change Display/Change Mode Display Another Document Select Individual Object Display Document Header Display Currency Gene

Data Entry View

Document Number: 4900000005 Company Code: 1000 Fiscal Year: 2021

Document Date: 04/05/2021 Posting Date: 04/05/2021 Period: 10

Reference: Cross-Comp.No.:

Currency: USD Texts Exist: Ledger Group:

Itm	Key	Acco...	Description	Amount	Tx	Cost Center	Order	WBS El...	BusA	Fund	Grant	Text
1	89	160010	Inventory	439.24							NOT-RELEVANT	
		160010		• 439.24								
2	91	511800	Inventory Expense	439.24-		1100011000			1000	1000	NOT-RELEVANT	
		511800		• 439.24-								
				• • 0.00								

Stock Overview: Basic List

New Selection Refresh More

Selection

Material: 62

Raw Material - Widget 1 External Manufacture

Material Type: ROH Raw materials

Unit of Measure: EA Base Unit of Measure EA

Stock Overview

Client/Company Code/Plant/Storage Location/Batch/Special Stock	Unrestricted use	Qual. inspection	Reserved
Full	1,115.000		
1000 Model Company Pub Sec	1,115.000		
1000 Central Plant	1,115.000		
1000 Central Stor Loc	1,100.000		

Workflows of Interest - Inventory

Display Material Document 4900000008 - GL Demo

Hide Overview Services for Object More

Display Material Document #900000008 2021

My Documents

- Purchase Orders
 - 4500000012
- Orders
 - Blank
- Reservations
 - Blank
- Material Documents
 - 4900000008
 - 4900000007
 - 4900000006
 - 4900000005
 - 5000000024
 - 5000000011
- Held Data
 - Blank

General Doc. info

Document Date: 04/05/2021 Material Slip:

Posting Date: 04/05/2021 Doc.Header Text:

Individual Slip

Line	Mat. Short Text	Wa...	Qty in UnE	EUn	SLoc	Cost Center	Bus...	G/L Account	Stock Seq
1	Raw Material - Widget 1	<input type="checkbox"/>	100.00	EA	Central Stor Loc	1000020000	1000	511800	

Material: Raw Material - Widget 1 62

Stock Overview: Basic List

New Selection Refresh More

Selection

Material: 62

Raw Material - Widget 1 External Manufacturer:

Material Type: ROH Raw materials

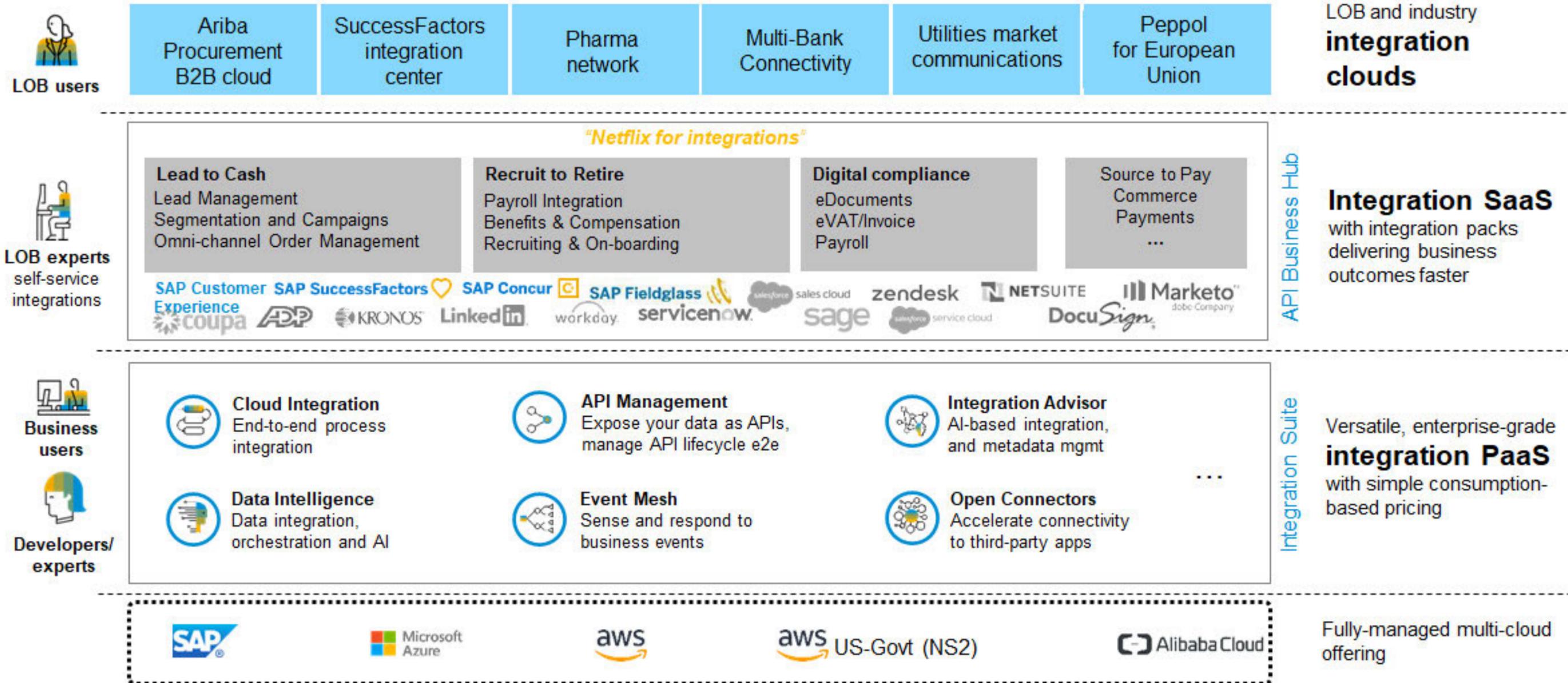
Unit of Measure: EA Base Unit of Measure EA

Stock Overview

Client/Company Code/Plant/Storage Location/Batch/Special Stock	Unrestricted use	Qual. inspection	Reserved	Rcpt reservation	On-Order Stock	Cc
Full	1,015.000				347.000	
1000 Model Company Pub Sec	1,015.000				347.000	
1000 Central Plant	1,015.000				347.000	
1000 Central Stor Loc	1,000.000					

SAP Integration Cloud Suite – Strategy & Capabilities

Integration PaaS | Integration SaaS | Integration clouds



Fast Close Process

- Automated Accruals
- Fund Balance Carry forward
- Commitment Carry Forward
- Open and Close Posting Periods

Workflows of Interest - Closing Process (Month-end/Year-end)

Fiscal Year Variant determines fiscal year and periods

For the State, the fiscal period is from July - June

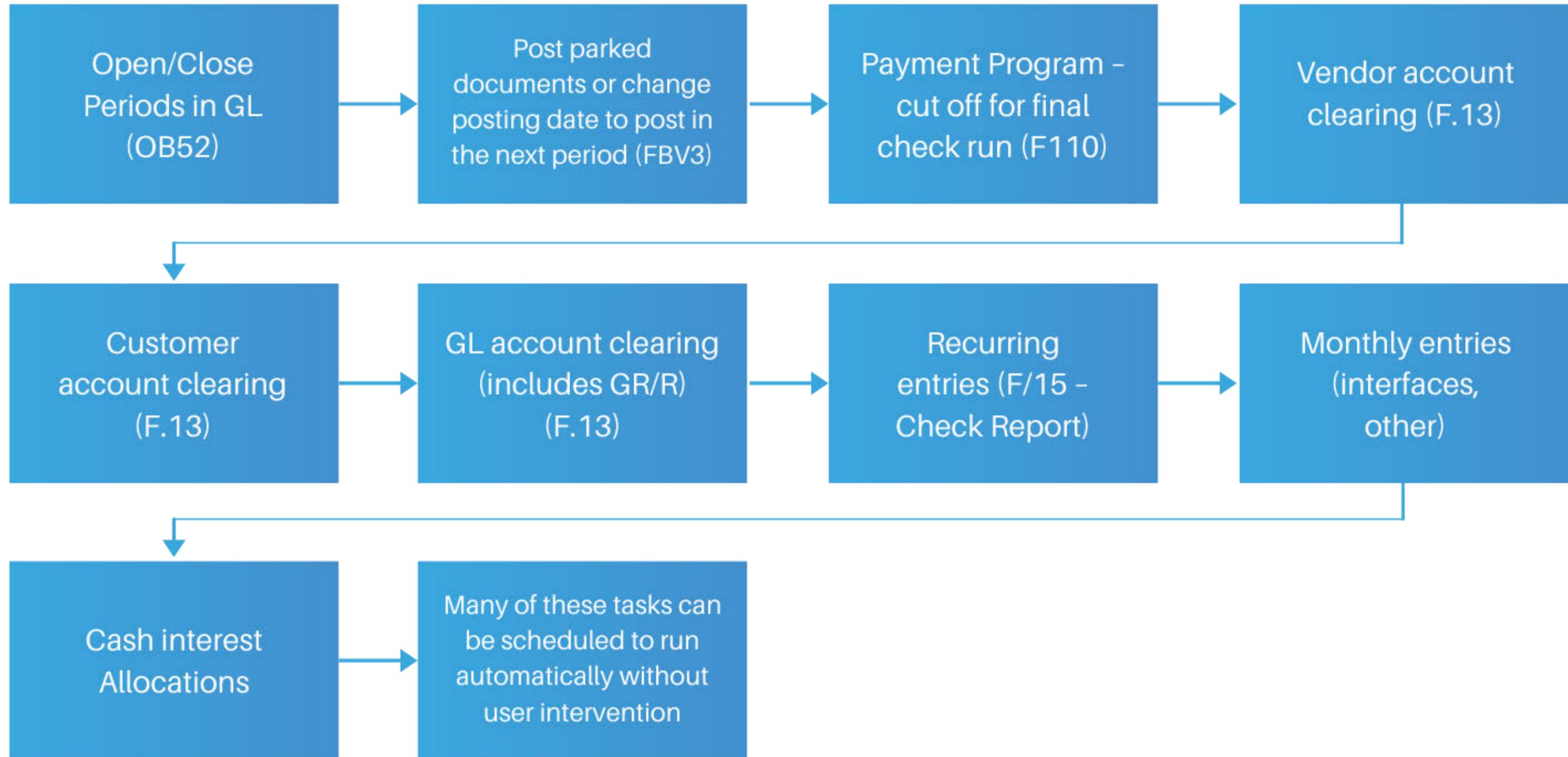


SAP allows for 4 special periods. User can overwrite period with 13, 14, 15, 16 which all use the last day of the fiscal year for the posting date.



SAP allows the State to manage two separate open posting periods in the GL as well as in subledges. The current period is open to all users, while the previous period will be open during the month-end close and closely managed by the Controller's Office.

Workflows of Interest - Closing Process (Month-end/Year-end)



Workflows of Interest - Closing Process (Month-end/Year-end)

Change View "Posting Periods: Specify Time Intervals": Overview

New Entries Copy As... Delete Undo Change Select All Select Block Deselect All More ▾

Pstng period variant:

Posting Periods: Specify Time Intervals

	A	From Acct	To Account	From Per.1	Year	To Per. 1	Year	AuGr	From Per.2	Year	To Per. 2	Year	From Per.3	Year	To Per. 3
<input type="checkbox"/>	+			1	2019	16	2020		1	2020	16	2025			
<input type="checkbox"/>	A		ZZZZZZZZZZ	1	2019	16	2020		1	2020	16	2025			
<input type="checkbox"/>	D		ZZZZZZZZZZ	1	2019	16	2020		1	2020	16	2025			
<input type="checkbox"/>	K		ZZZZZZZZZZ	1	2019	16	2020		1	2020	16	2025			
<input type="checkbox"/>	M		ZZZZZZZZZZ	1	2019	16	2020		1	2020	16	2025			
<input type="checkbox"/>	S		ZZZZZZZZZZ	1	2019	16	2020		1	2020	16	2025			

[Restrictions](#)

★ ? 🔍 + ▾

	A	Short Descript.
<input checked="" type="radio"/>	+	Valid for all account types
<input type="radio"/>	A	Assets
<input type="radio"/>	D	Customers
<input type="radio"/>	K	Vendors
<input type="radio"/>	M	Materials
<input type="radio"/>	S	G/L accounts
<input type="radio"/>	V	Contract accounts

- Open new period and/or close period
 - S- General Ledger
 - A,D,K –Subledgers (Assets, Receivables, Payables)
 - M- Materials Management (Goods Receipt, Invoice Matching)

Accounts Receivable - Demo

 **Isi**  Home 

[Accounts Receivable Reports](#) [AR Transactions](#) [Document Entry](#) [G/L Reports](#) [Asset Management](#) [Finance](#) [Funds Man](#)

<p>Overdue Receivables Today</p> <p>100 %</p> <p> now</p>	<p>Total Receivables Today</p> <p>2.49 M</p> <p> now USD</p>	<p>Display Customer Balances</p> <p></p>	<p>Manage Customer Line Items</p> <p></p>	<p>Display Dunning History</p> <p></p>
---	---	---	--	---

AR Transactions

<p>Create Outgoing Invoices FB70</p> <p></p>	<p>Post Incoming Payments</p> <p></p>	<p>Post Incoming Payments For Customers</p> <p></p>	<p>Dunning Run F150</p> <p></p>	<p>Create Credit Memo FB75</p> <p></p>	<p>Create Recurring Entries FBD1</p> <p></p>
<p>Change Recurring Entries FBD2</p> <p></p>	<p>Display Recurring Entries FBD3</p> <p></p>	<p>Display Recurring Entry Changes FBD4</p> <p></p>	<p>Manage Journal Entries</p> <p></p>	<p>Post with Clearing</p> <p></p>	<p>Post Journal Entries</p> <p></p>

Accounts Receivable - Demo

Post Incoming Payments Balance: 0.00 USD

Payment

Payment

General Information Bank Data Open Item Selection

Company Code: 1000 *G/L Account: 100200 Account Type/Account ID: Customer 100041

Posting Date: 04/06/2021 *Amount: 5,000.00 USD Payment Reference: *Use this section to enter information (such as the invoice number, customer number, payment reference, or reason for payment) to help the system find the right items.*

Journal Entry Date: 04/06/2021 Fees: 0.00 [Propose Items](#)

Value Date: 04/06/2021 Assignment: [Propose Items](#)

Reference: [Propose Items](#)

Period: 10

Journal Entry Type: DZ (Customer Payment)

[Proposed Items \(5,000.00 USD\)](#) [Post to G/L Account](#) [Post on Account](#) [Attachments \(0\)](#) [Notes \(0\)](#)

Open Items (2) | Standard Search Select More Clear All Items to Be Cleared (1) | Standard Remove All

Compa...	Account	Journal Entry	Journal...	Item Text	Journal Ent...	Net Due Date	Amount (U...	Assignment	Clear	Remove	Journal E...	Open Am...	Allocated ...	Discount ...	Invoice R...
1000	100041	1800000027	DR	*01/01/202...	01/01/2021	01/01/2021	5,000.00	000002000...	<input checked="" type="checkbox"/>	◀	18000000...	5,000.00	5,000.00	0.00	
1000	100041	1800000029	DR		03/31/2021	03/31/2021	5,000.00	20210406	<input type="checkbox"/>						

[Post](#) [Simulate](#)

Manage Journal Entries

Journal Entry (Z77QJ90680) - Entry View

Header

Journal Entry Date: 04/06/2021 Company Code: 1000 Reference: [Show More](#)

Posting Date: 04/06/2021 Transaction Currency: USD Ref. Document Type: BKPF (Actg.doc.direct inpt)

Posting period: 10 / 2021 Header Text: Reference 1: Reference 2:

Journal Entry Type: DZ (Customer Payment) Created: Reference 2:

Line Items (2) | Standard Show More

Posting View Item	G/L Account	Profit Center	Debit	Credit
000001	100200 (General Dep-Acct)		5,000.00 USD	0.00 USD
000002	140100 (Acct Receivable)		0.00 USD	5,000.00 USD

Tax (0) | Standard Show More

Tax Code	G/L Account	Tax Base Amount	Debit	Credit	Tax Rate
No data found. Try adjusting the filter settings.					

[Post](#) [Select Currency](#)

Accounts Receivable - Demo

Display Document: Data Entry View

Change Display/Change Mode | Display Another Document | Select Individual Object | Display Document Header | Display Currency | General Ledger View | Services for Object

Data Entry View

Document Number: 1400000016 Company Code: 1000 Fiscal Year: 2021
 Document Date: 04/06/2021 Posting Date: 04/06/2021 Period: 10
 Reference: Cross-Comp.No.: Ledger Group: Texts Exist:

Currency: USD

Itm	Key	Acco...	Description	Amount	Tx	Cost Center	Order	WBS EL...	BusA	Fund	Grant	Text	S...
2	15	100041	ABC Enterprises Inc	5,000.00-					1000			NOT-RELEVANT	
		100041		• 5,000.00-									
1	40	100200	General Dep Acct	5,000.00								NOT-RELEVANT	
		100200		• 5,000.00									
				• • 0.00									

Display Process Flow - Accounts Receivable

Document Type: Journal Entry *Journal Entry: *Fiscal Year: *Company Code:

Process Flow

```

    graph LR
      Quotation --> Sales
      Sales --> Delivery
      Delivery --> Billing
      Billing --> Accounting
      Accounting --> Clearing
  
```

Journal Entry
1400000016

Cleared

Amount: 5,000.00 USD

Journal Entry Date: 04/06/2021

Clearing Entry
1400000016

Cleared

Amount: 5,000.00 USD

Clearing Entry Date: 04/06/2021

Finance Accounting - Funds Management



Budget Availability Control (AVC)



User Tolerance Profile Overrides

Derivation Strategy for AVC Tolerance Profile: Display Rule Values

Derivation Rule: Disable AVC for Specific User IDs

No Value Filter Active

User Name	A...	Tolerance Profile for A...
ZARDEMO	=	Z002
ZPSDEMO	=	Z002
ZCODEMO	=	Z002
ZGLDEMO	=	Z002
ZASDEMO	=	Z002
ZAPDEMO	=	Z002

Tolerance Profile for Availability Control (1) 5 Entries found

Restrictions

Application Component AVC: FM

TolPrf	Text
1000	SAP Standard profile
Z001	Profile for expenditures
Z002	User warnings only
Z003	Revenue Override
Z999	Exempt from AVC

Funds Management (Budget Execution and Budget Monitoring)

Req #	Stakeholder Requests	LSI
9	System shall provide the ability to control budgets or spending plans at the lowest organizational level, based on user-defined criteria	
10	The system shall provide the ability to establish multiple levels of budget expenditure and allotment control, based on user-defined criteria (e.g., at any level of the organization structure, at any level of the program structure, setup to sequentially check multiple criteria), with the ability to override based on user-defined authorization	
10	The system shall provide the ability to establish multiple levels of budget expenditure and allotment control, based on user-defined criteria (e.g., at any level of the organization structure, at any level of the program structure, setup to sequentially check multiple criteria), with the ability to override based on user-defined authorization.	
15	The system shall provide the ability to perform budget adjustments and transfers to an approved budget, affecting multiple fiscal year budgets, and to distinguish the amounts from the original budget/revised budget iterations.	
17	The system shall provide the ability for real-time comparison of budget to actual performance by any level/combinations within the organizational structure (e.g. department, office, district), program structure, and other classification structures, such as project or grant structure.	
17	The system shall provide the ability for real-time comparison of budget to actual performance	

Funds Management - Demo

Isi Home ▾

[Budget Analytics](#) [Budget Data Reporting](#) [Budget Maintenance](#) [Commitments/Actuals Reporting](#) [Earmarked Funds](#) [Funds Management Master Data Display](#) [FM Manage Master Data Gro](#)

My Budget

Annual FM Amounts

2.71 B USD

Consumable... 2.76B USD
Consumed... 47.72M USD
Available A... 2.71B USD

22 hr. ago USD

My Budget Alerts

80% Annual FM Amounts

55

20 min. ago

My Budget Alerts

95% Annual FM Amounts

55

20 min. ago

My Budget Alerts

100% Annual FM Amounts

55

20 min. ago

Status of Funds Query

Budget vs. Commitm...

Budget Analysis

Budget Data Reporting

Commitment vs Actual Report

FM Budget To Actual Report

ZFI_B2A

Display Entry Document

Budget Version Comparison

Budget View by Document Type

Query Browser

Browse Views

Budget Maintenance

FM Budget Upload

ZFI_FMBU

FM Budgeting Workbench

FMBB

Search for Budget Documents

FMEDDW

Display Budget Document

FMEDD

Budget Entry Document

360° View

Commitments/Actuals Reporting

Commitments and Funds Transfers

FI Postings

CO Postings

All Postings

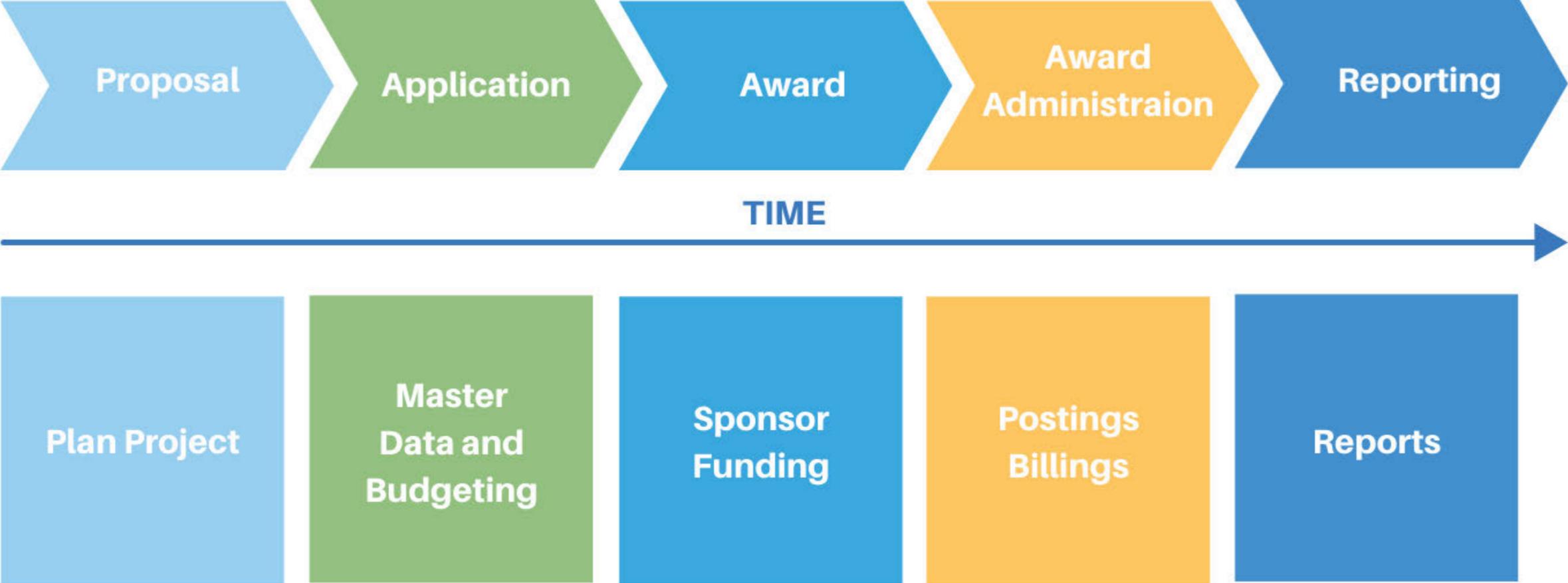
FM Line Item Browser

Drilldown for Budget Entry Documents

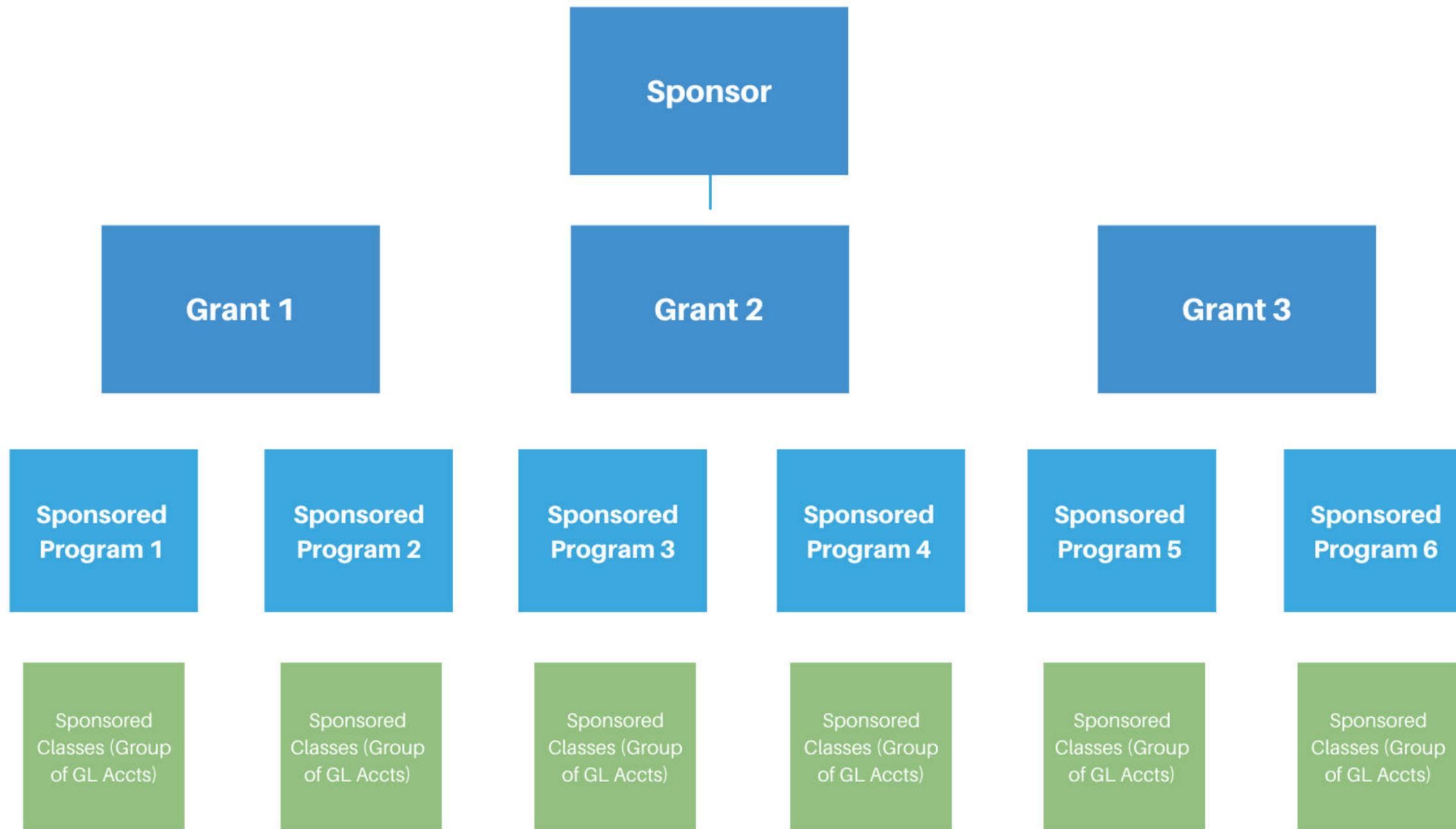
Finance Accounting- Grants Management



Grants Management Business Process



Grants Master Data Relationships



A Sponsor may grant an recipient numerous awards in the form of grants, contracts or agreements. In SAP, the grant reflects the award regardless of the award type.

An award may be broken down into numerous sections for internal management reasons, billing or sponsor reporting. In SAP, the sponsored program reflects each separately budgeted "bucket" of funds.

Each sponsored program may be restricted by the type of

Grants Management - Demo

Req #	Stakeholder Requests	LSI
1-10	<p>For new grants, the system shall provide the ability to integrate with the budget execution process including but not limited to:</p> <ul style="list-style-type: none"> - Submission to Governor (and/or other authorizing department) for approval to apply and/or expend - Request to DAGS for appropriation symbol - Request to B&F for allotment for funds (A19) - Requests to B&F for increase in budget ceiling (for new grants, which are on-going versus one-time) <p>For increased awards to existing grants, the system shall provide the ability to integrate with the budget execution process including but not limited to:</p> <ul style="list-style-type: none"> - Submission to Governor (and/or other authorizing department) for approval to increase appropriation ceiling and expend - Request to DAGS for increased appropriation ceiling - Request to B&F for allotment for funds (A19) - Requests to B&F for increase in budget ceiling 	
11-28	<p>Specific Process/Function: Ability to manage the entire grant cycle(s) to include multi-year grants and the ability to automatically track, record and allocate funding and expenditures to the specific grant year and to provide financial data based on each grant cycle for federal financial reporting.</p> <p>Requirement Reference:</p> <ul style="list-style-type: none"> • Item #11 - #28 -- The system shall provide the ability to set budget controls for various categories (e.g., funding source, cost category, administrative overhead, matching funds), based on user-defined criteria (e.g., as a percentage or a flat amount). <ul style="list-style-type: none"> - The system shall provide the ability to track budget controls, based on user-defined criteria. - The system shall provide the ability to perform budgetary control edits prior to posting grant transactions. - The system shall provide the ability to both automatically and manually generate grant numbers based on user-defined criteria (e.g., many departments use Federal grant number to track grants). - The system shall provide the ability to maintain grant detail information, based on user-defined time periods (e.g., grant inception-to-date). - The system shall provide the ability to maintain and track grants by user-defined criteria (e.g., grantor information; grantee information; funds, CFDA number, formula vs. discretionary grants; investment). - The system shall provide the ability to establish grant and sub-grant(s) structure (e.g., program ID), and to manage the relationship within this structure. - The system shall provide the ability to manage grants with sub-grantee(s) who are responsible for awarding and managing grant dollars to other entities (e.g., counties who are sub-grantees for Homeland Security grants that award dollars to other entities in their county). - The system shall provide the ability to identify user-defined cost categories for reporting purposes (e.g., Title II; federal budget cost categories; state budget cost categories). - The system shall provide the ability to automate alignment of state budget cost categories with federal budget cost categories based on user-defined criteria. - The system shall provide the ability to track and maintain awards for multiple grant years based on user-defined criteria. - The system shall provide the ability to copy award information based on user-defined criteria (e.g., copy award from current FY to next FY). - Ability to both automatically and manually generate grant numbers based on configurable criteria - Ability to maintain grant detail information, including but not limited to award date, lapse date, liquidation date, etc. - Ability to maintain and track grants by user-defined criteria (e.g., grant number, grantor information, funds, CFDA number, formula vs. discretionary grants, etc.) - Ability to establish grant and sub-grant(s) structure, and to manage the relationship within this structure - Ability to identify user-defined budget / cost categories for reporting purposes - Ability to track and maintain awards for multiple grant years based on configurable criteria 	

Grants Management - Continued

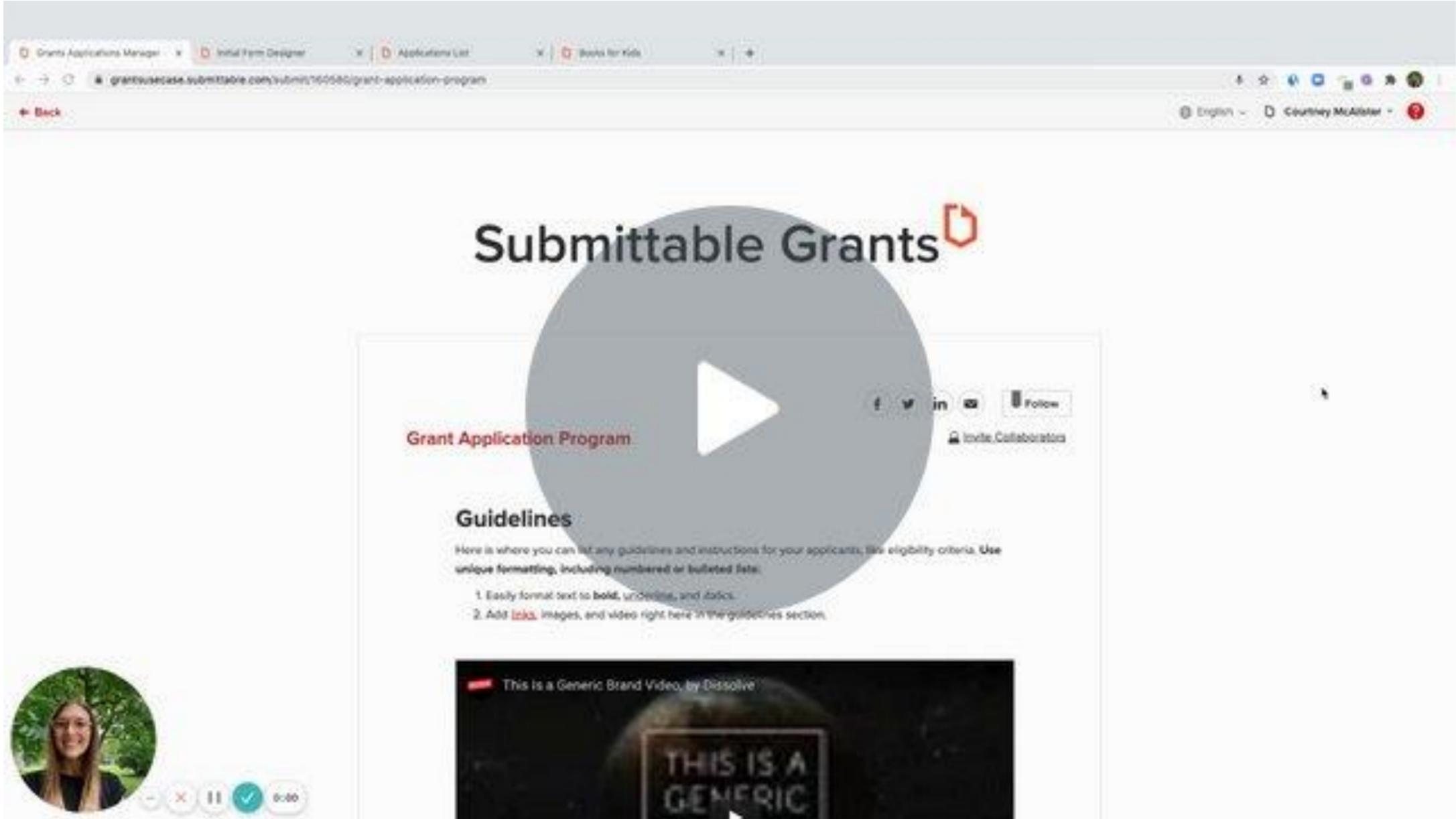
Req #	Stakeholder Requests	LSI
115-118	<p>The system shall provide the ability to automatically upload and incorporate the approved/valid Indirect Cost Rate and Fringe Benefit Rate to be used in the Federal Financial Report.</p> <ul style="list-style-type: none"> - The system shall provide the ability to generate the Indirect Cost Rate Proposal based on federal grant requirements set forth in OMB Circular A-133. - The system shall provide the ability to automatically update the USDA contact information on Indirect Cost Rate Proposal Submission (e.g., name, mailing address, e-mail address, contact number). - The system shall support online submission of the Indirect Cost Rate Proposal based on user-defined criteria. 	✓
123-129	<p>Items #123-#129 -- Ability to report budget and expenditures based on user-defined budget / cost categories; by user-defined period and user-defined criteria.</p> <ul style="list-style-type: none"> - Ability to customize the "roll up" of individual account line items into various personnel, operating or other categories to comply with grant reporting requirements - Ability to generate expenditure and exception reports for compliance with funding agency reporting requirements and compliance, based on user-defined criteria (e.g., by sub grantee) - Ability to transmit and receive reports/information electronically, to and from all grantee and grantor agencies, based on user-defined criteria - Ability to generate reports based on specific grant requirements (e.g., only specific line items are eligible expenditures) and other user-defined requirements - Ability to generate payroll certification reports required by Federal grant requirements, in compliance with the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). - Ability to generate report on State/other non-federal funds, such as cost sharing, matching, or in-kind contribution used as a match for federal fund grants. 	✓
130-133	<ul style="list-style-type: none"> • Items #130-#133 -- Ability to generate Federal grant reports in compliance with the Uniform Guidance, including but not limited to: <ul style="list-style-type: none"> o (1) Financial Reports (e.g., SF-425). o (2) Schedule of Expenditures of Federal Awards (SEFA). o Ability to automate recurring searches/reports. 	✓
134-136	<p>Ability to internally track grant proposal status, and accommodate the upload of associated documentation in multiple file formats.</p> <ul style="list-style-type: none"> o Ability to manage online grant applications, monitor for completion, and automate compliance checks and communication o Ability to create and design grant forms in a flexible way that is adaptable to multiple grant types, lengths, etc. 	✓
115-118	<p>The system shall provide the ability to automatically upload and incorporate the approved/valid Indirect Cost Rate and Fringe Benefit Rate to be used in the Federal Financial Report.</p> <ul style="list-style-type: none"> - The system shall provide the ability to generate the Indirect Cost Rate Proposal based on federal grant requirements set forth in OMB Circular A-133. - The system shall provide the ability to automatically update the USDA contact information on Indirect Cost Rate Proposal Submission (e.g., name, mailing address, e-mail address, contact number). - The system shall support online submission of the Indirect Cost Rate Proposal based on user-defined criteria. 	✓
123-129	<p>Items #123-#129 -- Ability to report budget and expenditures based on user-defined budget / cost categories; by user-defined period and user-defined criteria.</p> <ul style="list-style-type: none"> - Ability to customize the "roll up" of individual account line items into various personnel, operating or other categories to comply with grant reporting requirements - Ability to generate expenditure and exception reports for compliance with funding agency reporting requirements and compliance, based on user-defined criteria (e.g., by sub grantee) - Ability to transmit and receive reports/information electronically, to and from all grantee and grantor agencies, based on user-defined criteria - Ability to generate reports based on specific grant requirements (e.g., only specific line items are eligible expenditures) and other user-defined requirements - Ability to generate payroll certification reports required by Federal grant requirements, in compliance with the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). - Ability to generate report on State/other non-federal funds, such as cost sharing, matching, or in-kind contribution used as a match for federal fund grants. 	✓

Grants Management - Demo

Federal Grantor / Pass-Through Grantor / Program	Federal CFDA Number	Agency or Pass-through Number	Expenditures	
U.S. DEPARTMENT OF EDUCATION				
PASS THROUGH PROGRAMS FROM THE STATE OF NEVADA				
DEPARTMENT OF EDUCATION				
Title 1 Grants to Local Educational Agencies	84.010	19-650-02000	\$ 9,196	6630019
Title 1 Grants to Local Educational Agencies	84.010	20-650-02000	588,658	6630020
Title 1 Grants to Local Educational Agencies	84.010	19-633-02000	100,780	6633019
Title 1 Grants to Local Educational Agencies	84.010	20-633-02000	102,930,882	6633020
Title 1 Grants to Local Educational Agencies	84.010	19-624-02000	262,136	6645019
Title 1 Grants to Local Educational Agencies	84.010	20-624-02000	1,635,348	6645020
			<u>105,527,000</u>	
PASS THROUGH PROGRAMS FROM THE STATE OF NEVADA				
DEPARTMENT OF EDUCATION				
Migrant Education, Title I-C	84.011	20-629-02000	1,126	6724020
			<u>1,126</u>	
PASS THROUGH PROGRAMS FROM THE STATE OF NEVADA				
DEPARTMENT OF EDUCATION				
Title I Program for Neglected and Delinquent Children and Youth	84.013	19-630-02000	3,145	6629019
	84.013	20-630-02000	223,191	6629020
			<u>226,336</u>	
Special Education Cluster (IDEA)				
PASS THROUGH PROGRAMS FROM THE STATE OF NEVADA				
DEPARTMENT OF EDUCATION				
Special Education	84.027	19-639-02000	(321,815)	6639019
Special Education	84.027	20-639-02000	43,070,628	6639020
Special Education	84.027	19-667-02000	3,333	6679019
Special Education	84.027	20-667-02000	721,573	6679020
			<u>43,473,719</u>	
Special Education Preschool Grant	84.173	19-665-02000	504	6665019
Special Education Preschool Grant	84.173	20-665-02000	1,056,638	6665020
			<u>1,057,142</u>	

Grants Management – Submittable Demo

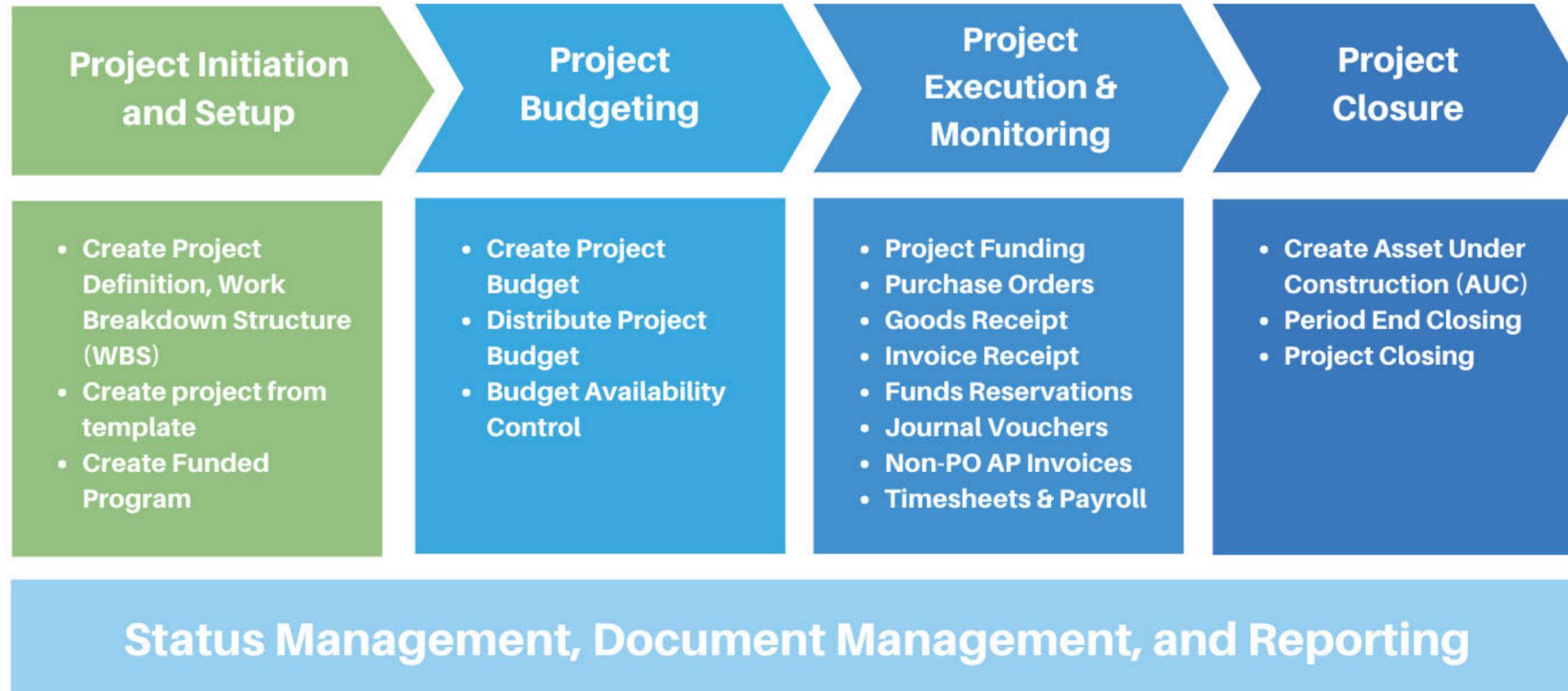
Req Matrix	LSI
The system shall provide support for grant proposal development process based on user-defined criteria , including but not limited to the following related processes:	✓
Develop new, continuation and revised proposals	✓
Enter all related program/proposal information(e.g., organization, persons, special items, resources, keywords, etc.)	✓
Respond to compliance questions/queries	✓
Review and customize biographical info and other supporting data	✓
Send status notification to related parties	✓
The system shall provide the ability to protect sensitive information as required throughout the grant development and award process.	✓



Finance Accounting- Project Systems



Project Systems - CIP Project High Level Overview



Project Systems – Demo

lsis
Budget Analysis

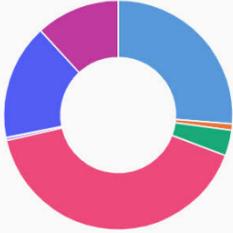
Demo
Adapt Filters (5)

*FM Area: *Budget Category: *Fiscal Year: Funds center: Fund: Budget Period: Commitment item: Functional Area: Funded Program: Grant:

Customer Field: Budget Type:

Budget

Fund



■ B14518
■ B17553
■ S14145
■ S17125
■ S18101
■ S18401
■ S19020
■ S81209

Budget (14)

FM Area	B.	Fisc...	Fund	Funded Program	Functional ...	Commitment item	Budget Amount
▼ FM Area: 1000							
▼ Budget Category: 9F							
▼ Fiscal Year: 2020							
1000	9F	2020	B14518	TR-99.3.2	1160	504000	160,000.00 USD
1000	9F	2020	B14518	TR-99.3.3	1160	520160	1,000,000.00 USD
1000	9F	2020	B17553	TR-99.3.3	1160	520160	40,000.00 USD
1000	9F	2020	S14145	TR-99.3.3	1160	520160	160,000.00 USD
							4,424,000.00 USD

Multi Funded Capital Project

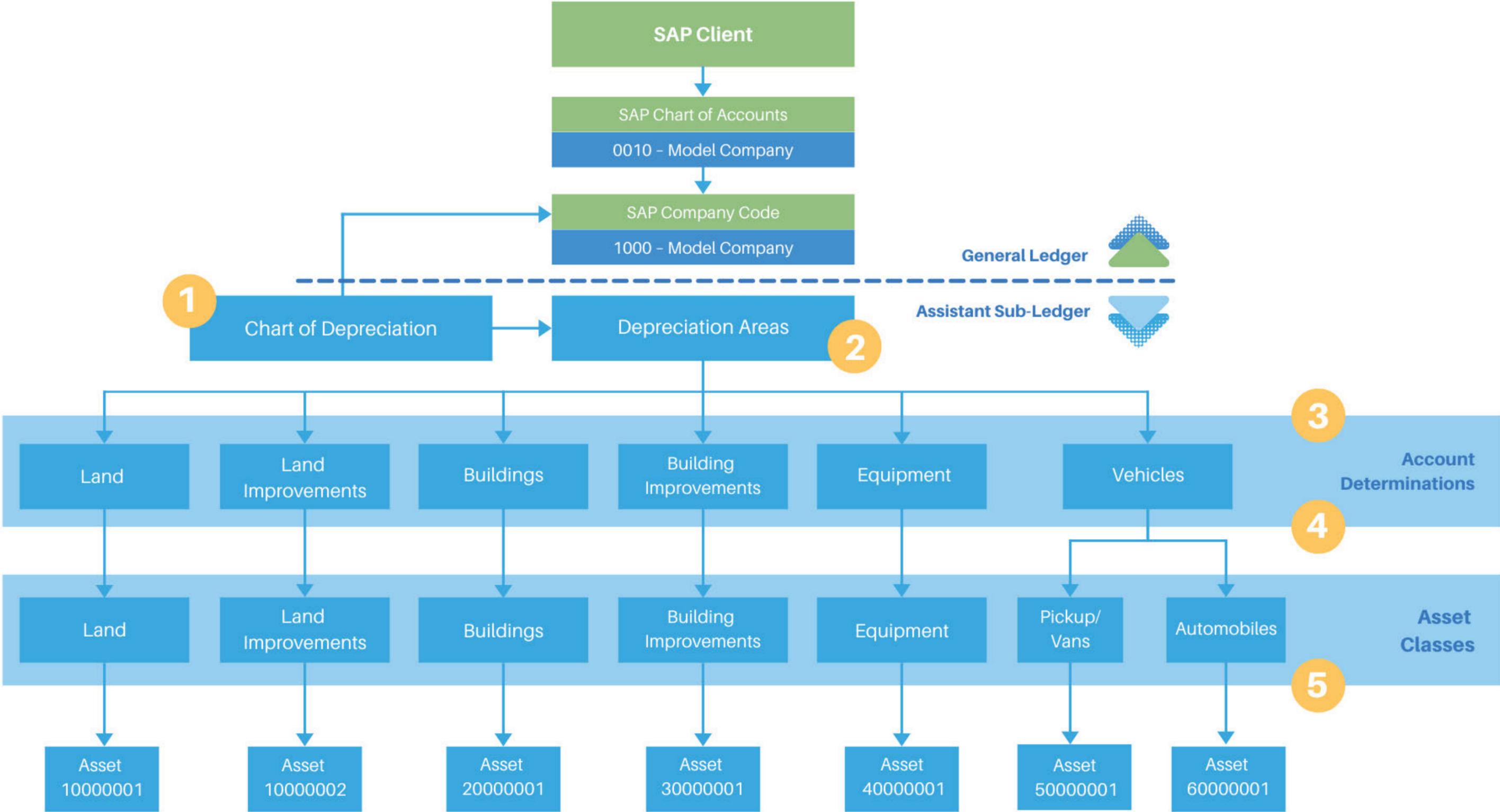
Funded Program	Fund Center	Fund	Grant	Commitment Item	Amount
ECR1012456	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	403001 Bond Proceeds Revenue	-\$7,000,000.00
ECR1012456	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	500010 Salaries 501003 Contracted services 502067 Construction Materials	\$1,500,000.00 \$3,500,000.00 \$2,000,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund	Not Relevant	490000 Transfers In	\$1,000,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund	Not Relevant	501003 Contracted Services	\$1,000,000.00
ECR1012456	1010010002 DPW Capital Projects	2102 EPA Grants Fund	800076 Environmental Upgrades	405010 Grant Revenue	\$300,000.00
ECR1012456	1010010002 DPW Capital Projects	1000 General Fund		501003 Contracted Services	\$300,000.00
ESG1012815	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	403001 Bond Proceeds Revenue	-\$4,000,000.00
ESG1012815	1010010002 DPW Capital Projects	5021 GO Bond 2019	Not Relevant	500010 Salaries 501003 Contracted services 502067 Construction Materials	\$800,000.00 \$2,000,000.00 \$2,000,000.00

Finance Accounting- Asset Inventory



- Assets and Sub Assets
- Multiple Books of Depreciation
- Supports GASB 34
- Automatic Settlement from Projects
- Inventory Management/ Bar Coding
- Multiple Acquisition Methods
- Asset Disposal
- Full Asset Lifecycle Management
- Mass Maintenance
- Standard Reporting

Fixed Assets



- Chart of depreciation is the highest organizational object of Asset Accounting
- It is a directory of depreciation areas organized to manage various legal requirements for the valuation and depreciation of assets i.e. accrual and modified accrual
- A chart of depreciation is assigned to a company code
 - ❖ **010 –Demo Chart of Accounts**

- Depreciation areas are used to calculate different depreciation values in parallel for each fixed asset for different purposes. For example, depreciating an asset over its useful life under full accrual method and under modified accrual method
- For we have the following depreciation areas
 - ❖ **01 – Full Accrual Depreciation Area**
 - ❖ **20 – Modified Accrual Depreciation Area_a**

Fixed Assets - Demo

Req #	Stakeholder Requests	LSI
82	The system shall provide the ability to process asset transactions based on user-defined criteria (e.g., set controls based on dollar thresholds).	
	Fixed Assets to be submitted separately.	

Federal Compliance Checklist

STATE OF HAWAII, DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES

UNIFORM CHART OF ACCOUNTS (UCOA)

Federal Compliance Checklist (Treas. Reg. 45 § 2541 and Treas. Reg. 2 § 200)

Citation	Description	Statewide, SEFA, or Departmental	Compliant (Y/N)	Compliance Documentation
Standards for financial management systems / Internal Controls				
§ 2541.200(a)	§ 200.302(a)	Do the fiscal control and accounting procedures of the State ("State" includes any agency or instrumentality of a State exclusive of local governments):		
		(1) Permit preparation of reports as required by Federal law, procedures, and terms of the Federal awards?	Y	Financial reports: Balance Sheet, P&L, Cash Flow and CAFR report will be in the reporting deliverables
		(2) Permit preparation of reports as required by State law and procedures?	Y	Financial reports: Balance Sheet, P&L, Cash Flow and CAFR report will be in the reporting deliverables
		(3) Allow funds to be traced to the extent required by law? Note: records documenting compliance with Federal statutes, regulations, and the terms and conditions of the Federal award, must be sufficient to permit the preparation of reports required by general and program-specific terms and conditions; and the tracing of funds to a level of expenditures adequate to establish that such funds have been used according to the Federal statutes, regulations, and the terms and conditions of the Federal award.	Y	Grant funds will only allow expenditure controlled in the grants dimension tab.
	§ 200.303	(4) Allow for evaluation and monitoring of compliance with statute, regulations and the terms and conditions of Federal awards?	Y	Grants reporting and monitoring will provide visibility to all grant expenditures
	§ 200.303 / 200.308	(5) Take prompt action and report when instances of noncompliance are identified including noncompliance identified in audit findings?	Y	Should there be an audit finding the State has the ability to reverse or post an expense adjustment
	§ 200.303	(6) Take reasonable measures to safeguard protected personally identifiable information and other information the Federal awarding agency or pass-through entity designates as sensitive or the non-Federal entity considers sensitive consistent with applicable Federal, state and local laws regarding privacy and obligations of confidentiality?	Y	Items identified as protected personally identifiable information can be masked to ensure privacy
	§ 200.302(b)	Does the Financial management system provide for the following:		
		(1) Identification, in its accounts, of all Federal awards received and expended and the Federal programs under which they were received? Note: Federal program and Federal award identification must include, as applicable, the CFDA title and number, Federal award identification number and year, name of the Federal agency, and name of the pass-through entity, if any.	Y	Maintenance of grant master data will provide this information
		(2) Accurate, current, and complete disclosure of the financial results of each Federal award or program in accordance with the reporting requirements set forth in §§ 200.327 Financial reporting and 200.328 Monitoring and reporting program performance?	Y	Operational reporting and year-end reports will provide this information



Microsoft Excel
Worksheet

Break – 10:20am HST for 10 minutes

Isi 



User ZGLDEMO| 

Password 

Language EN - English 

Log On

Change Password

Reporting

Enterprise Analytics & Reporting
Data Warehousing & Stakeholder Requests

Implementation

Implementation Approach
Testing, including Regression
Training/Conversion/Maintenance
Integration/Interface/User Experience
Schedule & Resource Team
Partnership Roles
On-island vs. Remote Support

Budget

Workflow of Interest
Budget Development/Appropriations/Allocations
Personnel Budgets
Reporting

Opening & Proposed Solution

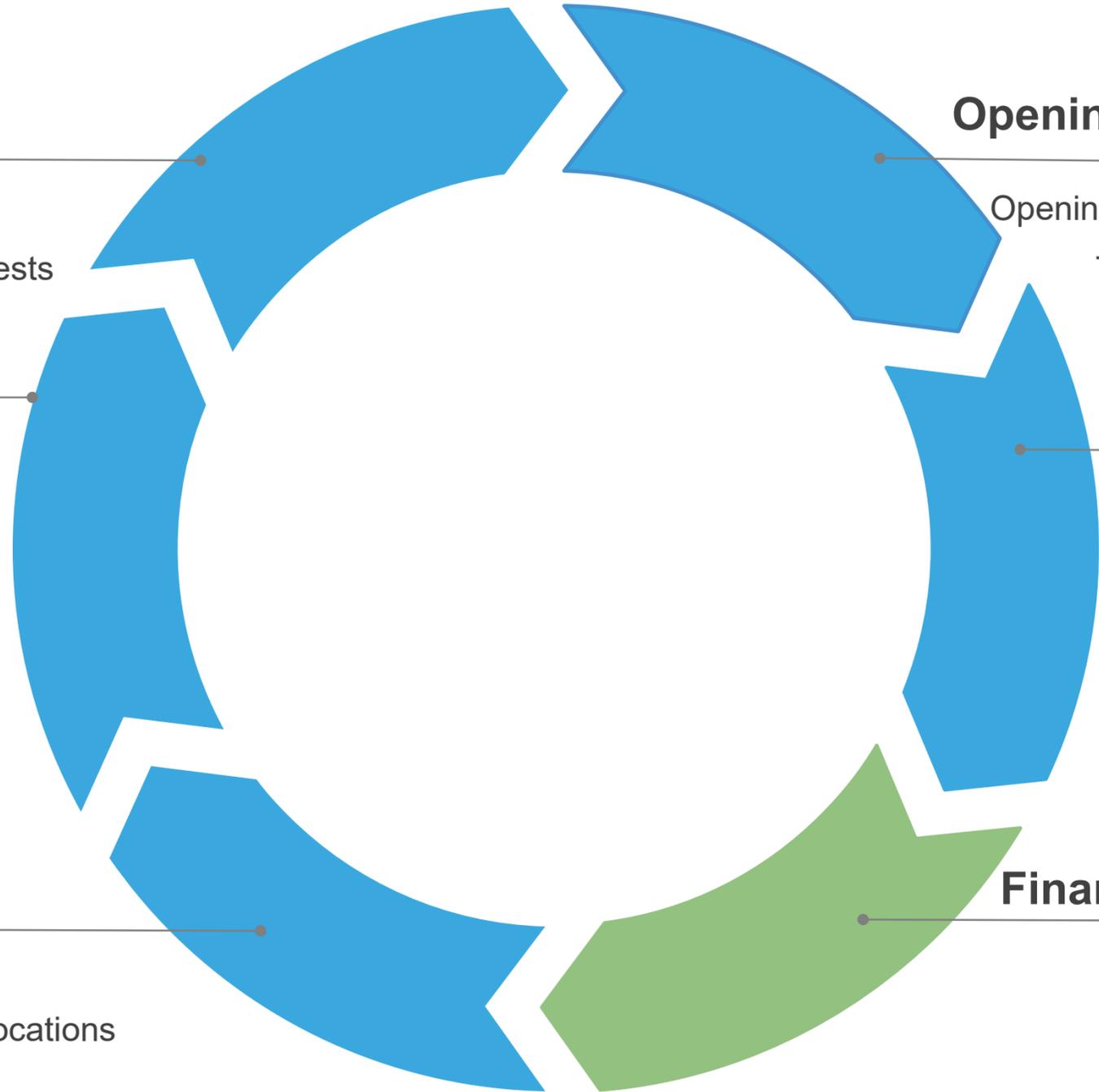
Opening Remarks & Team Introductions
Technical & Solution Architecture
System Diagrams

Finance & Accounting

General Ledger
Chart of Accounts
Funds Management
Grants /Projects
Asset Inventory
Reporting

Finance & Accounting Cont.

Workflows of Interest
Encumbrances
Cash Management
Travel





Logistics Practice Lead

Home State



Favorite Hawaiian Island Kauai



Roles and Responsibilities:

Procurement Architect

Expertise:

Senior solutions consultant with proven expertise in implementing SAP systems in Higher Education, Local Government and Federal Government. Deep experience in Financial Integration touchpoints with Funds and Grants and broad solution vision allows for managing complex and nuanced procurement processes and stakeholders.

Client Experience

Over 15 years of experience in SAP public sector. Lead consultant in Federal, State and local and Higher Education segments including Travis County TX, Prince Georges County, Houston Independent School District, Boston University, MIT, Penn State University, etc.

Background in Public Sector

SAP Public Sector clients span the many iterations of SAP procurement solutions from core procurement activities to manufacturing to plant maintenance. Additional experience in training and OCM lead in public sector.

Finance Accounting- Workflow of Interest

Workflow of Interest

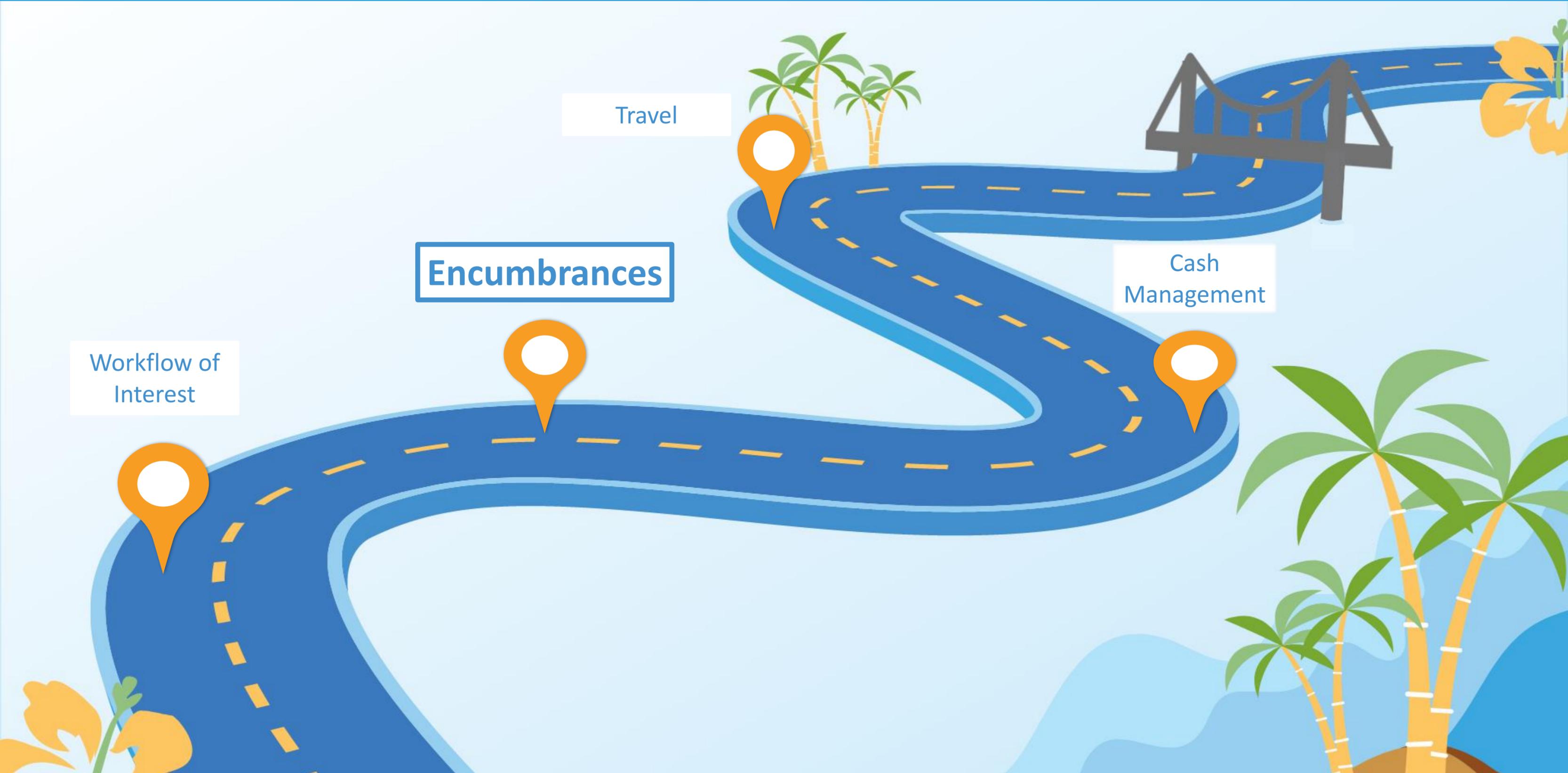
Travel

Encumbrances

Cash Management

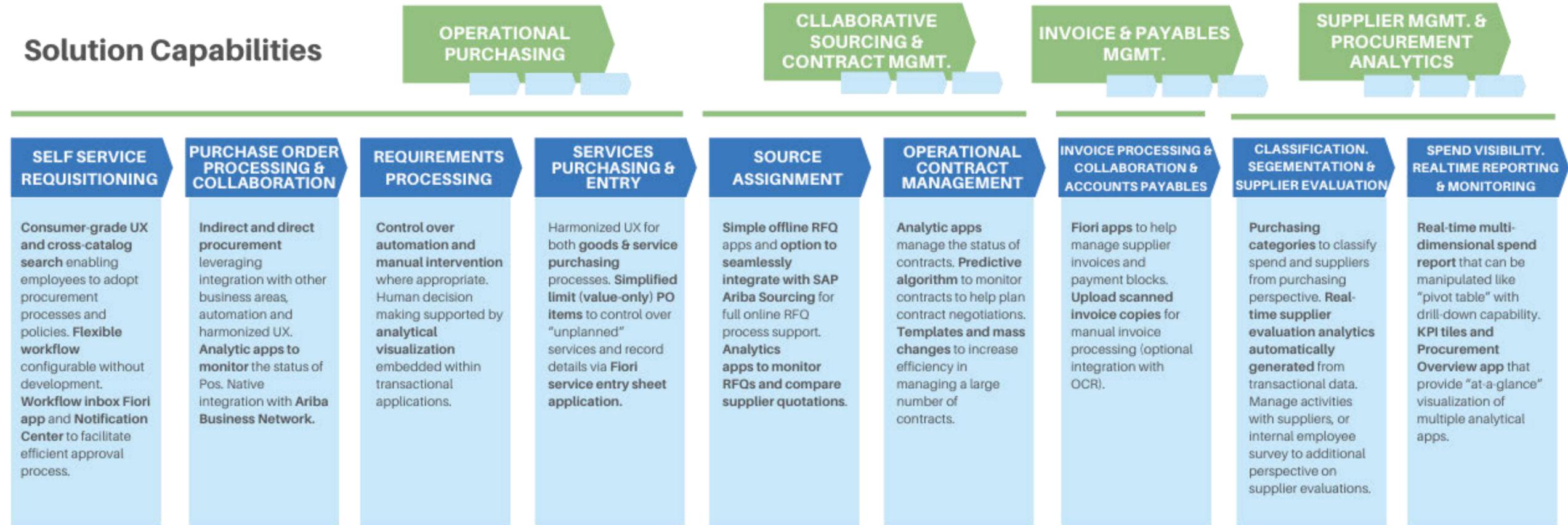


Finance Accounting- Encumbrances



ERP Cloud Suite for Procurement

Solution Capabilities



 **New User Interface in Materials Management**

 **Improved workflow**

 **Integration for OCI-compliant catalogs**

 **Better analytics**

ERP Cloud Suite for Procurement - Requisitioner

The screenshot displays the user interface for the ERP Cloud Suite for Procurement, specifically for a Requisitioner. The main dashboard is organized into a grid of tiles:

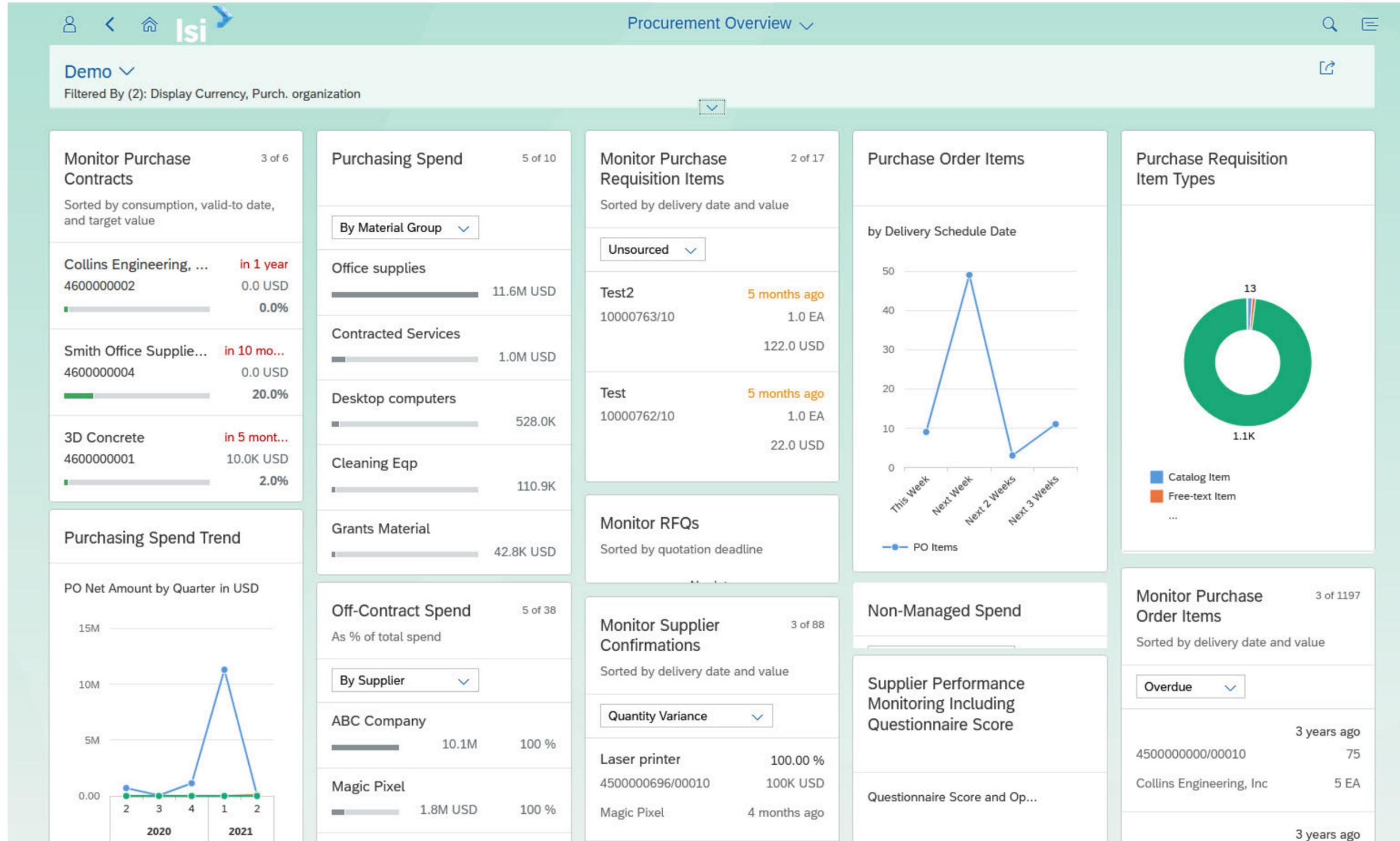
- Procurement Overview**: A tile with a list icon.
- Default Settings for Users**: A tile with a user icon and the sub-label "Procurement".
- My Purchase Requisitions**: A tile with a shopping cart icon.
- Create Purchase Requisition**: A tile with a document icon.
- Create Purchase Requisition Advanced**: Two tiles with document icons.
- Manage Purchase Requisitions**: A tile with a list icon.
- Display Purchase Order Advanced**: A tile with a magnifying glass icon.
- Change Purchase Requisition Advanced**: A tile with a document icon.
- Display Purchase Requisition Advanced**: A tile with a document icon.
- My Purchasing Document Items**: A tile with a document icon.
- Ariba Guided Buying**: A tile with a shopping cart icon and the sub-label "Ariba Guided Buying".
- Ariba Supplier Lifecycle and Ariba SLP**: A tile with a shopping cart icon and the sub-label "Ariba SLP".
- Display Purchase Requisition Advanced**: A tile with a document icon.

At the bottom of the dashboard, there is a "My Inbox" section with a link to "All Items".

The modal window titled "Create Purchase Requisition" is open, showing a search bar and a list of external catalogs:

- Office Depot**: Represented by the Office Depot and OfficeMax logos.
- Guy Brown**: Represented by the Guy Brown logo with the tagline "Diverse Business Solutions".
- LSI Marketplace**: Represented by the LSI logo with the tagline "Powered by eSourcing".
- Grainger**: Represented by the Grainger logo.

ERP Cloud Suite for Procurement – Purchasing Agent / Manager Persona



ERP Cloud Suite for Procurement – Accounts Payable Persona

The screenshot displays the user interface for the Accounts Payable persona in the ERP Cloud Suite for Procurement. The top navigation bar includes the 'Isi' logo, a 'Home' dropdown, and a breadcrumb trail: 'vices > Supplier Invoice Processing > Purchasing Condition Contract Management > Purchasing Condition Contract Settlement >'. Below the navigation is a grid of 18 functional tiles arranged in three rows and six columns.

Tile Title	Icon	Count
Schedule Supplier Invoice Jobs Advanced	Calendar with checkmark	
Create Supplier Invoice	Document with plus sign	
Create Supplier Invoice Advanced	Document with plus sign	
Display Supplier Invoice Advanced	Document with magnifying glass	
Print Supplier Invoices	Document with printer icon	
Release Blocked Invoices	Document with checkmark	
Create Consignment and Pipeline Settlement	Document with plus sign	
Display/Cancel Account Maintenance	Document with magnifying glass	
Clear GR/IR Clearing Account	Document with checkmark	
Determine Internal Refunds	Document with double arrows	
Track Supplier Returns	Document with double arrows	
Purchase Contract Items by Account Assignment	Document with checkmark	
Purchase Order Items by Account Assignment	Document with checkmark	
Purchase Requisition Items by Account Assignment	Document with checkmark	
Supplier Invoices List	Document with magnifying glass	642
Supplier Invoice Items by Account Assignment	Document with magnifying glass	485

An aerial photograph of a tropical coastline. In the foreground, there's a sandy beach curving along a bay with clear, turquoise water. The background features a range of lush, green mountains under a sky with scattered white clouds. A large, stylized blue arrow graphic points from the left towards the right, partially overlapping the text.

Live Demo
SAP S/4 HANA Procurement
State of Hawaii

Requisitions and Purchase Orders & Contracts

Req #	Procurement	LSI
	Process flow as follows - transaction initiation and entry into system>recording>reporting	
	Functional Category: Core Phase, Purchasing -Specific Process/Function: Workflow-requisition to payment; types of approval paths; PO/contract generation; payment/pCard	
	Show delivered transaction approval workflow for req to check	
	Show delivered PO Contract process. Similar to Topic 1, need to show normal process as well as when transactions exceed contract amount.	
5	Encumbrances #5 The system shall provide the ability to display a warning message and/or stop the transaction if appropriations/budget authority are unavailable/insufficient, based on user-defined criteria.	
7	Encumbrances #7 The system shall provide the ability to liquidate a pre-encumbrance and encumber funds automatically when a purchase document is generated from a purchase requisition.	
	Process flow as follows - transaction initiation and entry into system>recording>reporting	

Configurable Approvals

The screenshot displays the SAP S/4HANA user interface for 'Workflow Configuration for Purchasing'. The top navigation bar includes the SAP logo, a 'Home' dropdown, and icons for search, copyright, help, notifications (with a red '2' badge), and user profile. Below the navigation bar, a breadcrumb trail shows the current path: 'ebates' > 'Workflow Configuration for Purchasing' > 'Job Scheduling for Purchasing' > 'International Trade Content Integration' > 'CDS View Replication' > 'Business Administratio'. The main content area features a grid of seven workflow management cards, each with a title, a subtitle, and a right-pointing arrow icon. The cards are: 1. 'Manage Workflows for Purchase Req...' (New), 2. 'Manage Workflows for Purchase Orders', 3. 'Manage Workflows for Supplier Invoices', 4. 'Manage Workflows for Purchase Contracts', 5. 'Manage Workflows for Scheduling Agreements', 6. 'Manage Workflows for Service Entry...' (Lean Services), and 7. 'Manage Workflows for Central Purchase Contracts'. A second row contains five cards: 8. 'Manage Workflows for Centrally Managed Purchase...', 9. 'Manage Workflows for Supplier Quotations', 10. 'Manage Workflows for RFQs', 11. 'Manage Workflows for Centrally Managed Purchase Re...', and 12. 'Manage Workflows for Purchase Req...' (Obsolete as of 1911).

Card Title	Subtitle	Status
Manage Workflows for Purchase Req...		New
Manage Workflows for Purchase Orders		
Manage Workflows for Supplier Invoices		
Manage Workflows for Purchase Contracts		
Manage Workflows for Scheduling Agreements		
Manage Workflows for Service Entry...	Lean Services	
Manage Workflows for Central Purchase Contracts		
Manage Workflows for Centrally Managed Purchase...		
Manage Workflows for Supplier Quotations		
Manage Workflows for RFQs		
Manage Workflows for Centrally Managed Purchase Re...		
Manage Workflows for Purchase Req...		Obsolete as of 1911

Configurable Approvals

 New Workflow ▾

Workflow for Purchase Order /
PO Workflow Approval Over \$100k

Header **Properties** Start Conditions Step Sequence

Valid from:
10/23/2019

Valid to:
10/25/2019

START CONDITIONS

Only start the workflow if all of the following preconditions are met: ⊗

(None) ⊗ +

Add Alternative Preconditions

Save Cancel

Configurable Approvals

The screenshot shows the SAP 'New Workflow' configuration page. The breadcrumb is 'Workflow for Purchase Order / PO Workflow Approval Over \$100k'. The 'Properties' tab is active, showing 'START CONDITIONS' and 'STEP SEQUENCE' sections.

START CONDITIONS

Only start the workflow if all of the following preconditions are met: ⊗

Document type of purchase order is ▼ Standard PO ⊗ +

[Add Alternative Preconditions](#)

STEP SEQUENCE

Steps Add Delete ^ v

Name	Recipients	Step Conditions
No data		

Save Cancel

Configurable Approvals

The screenshot shows the SAP 'New Workflow' configuration page. The breadcrumb is 'Workflow for Purchase Order / PO Workflow Approval Over \$100k'. The 'Properties' tab is active. Under 'START CONDITIONS', there are two preconditions: 'Document type of purchase order is Standard PO' and 'Total net amount of purchase order is greater than 100,000.00 USD'. A 'STEP SEQUENCE' section is visible at the bottom with a table for steps.

Workflow for Purchase Order /
PO Workflow Approval Over \$100k

Header **Properties** Start Conditions Step Sequence

START CONDITIONS

Only start the workflow if all of the following preconditions are met:

Document type of purchase order is	Standard PO	<input type="checkbox"/>	+
Total net amount of purchase order is greater than	100,000.00 USD	<input type="checkbox"/>	+

[Add Alternative Preconditions](#)

STEP SEQUENCE

Steps Add Delete ^ v

Name	Recipients	Step Conditions

[Save](#) [Cancel](#)

Configurable Approvals

The screenshot shows the SAP 'New Step' configuration interface. At the top, the breadcrumb path is 'Workflow for Purchase Order / PO Workflow Approval Over \$100k /'. The main title is 'Automatic Release of Purchase Order'. Below the title are five tabs: 'Header', 'Recipients', 'Step Conditions', 'Deadlines', and 'Exception Handling'. The 'Header' tab is active and contains two fields: 'Step Name' with a text input containing the placeholder 'Optional. If you do not enter a name, the step type is used.', and 'Step Type' with a dropdown menu set to 'Automatic Release of Purchase Order'. Below the 'Header' tab is the 'RECIPIENTS' section, which contains the text 'The recipients are determined automatically.' The 'STEP CONDITIONS' section is partially visible at the bottom, showing a text input field with '(None)' and a dropdown menu. At the bottom right of the 'STEP CONDITIONS' section are 'Add' and 'Cancel' buttons.

< SAP New Step ▾

Workflow for Purchase Order / PO Workflow Approval Over \$100k /

Automatic Release of Purchase Order

Header Recipients Step Conditions Deadlines Exception Handling

Step Name:

Step Type:

RECIPIENTS

The recipients are determined automatically.

STEP CONDITIONS

Configurable Approvals

 **New Step** ▼ 🔍 🌐 ? 🔔² 👤

[Workflow for Purchase Order / PO Workflow Approval Over \\$100k /](#)

Release of Purchase Order

Header Recipients Step Conditions Deadlines Exception Handling

Step Name:

Step Type:

RECIPIENTS

Assignment By:

Role:

Configurable Approvals

 **New Step** ▾

Workflow for Purchase Order / PO Workflow Approval Over \$100k /

Release of Purchase Order

Header Recipients Step Conditions Deadlines Exception Handling

Step Name:

Step Type:

Responsible Agent:

- Agent Determination by BAdI
- Manager of Last Approver
- Manager of Workflow Initiator
- Manager of Workflow Initiator's Manager
- Person Responsible for Cost Center with Highest Debit
- Person Responsible for Project with Highest Debit

Configurable Approvals

 **New Step** ▼ 🔍 🌐 ? 🔔² 👤

Workflow for Purchase Order / PO Workflow Approval Over \$100k /

Release of Purchase Order

Header Recipients Step Conditions Deadlines Exception Handling

Step Name:

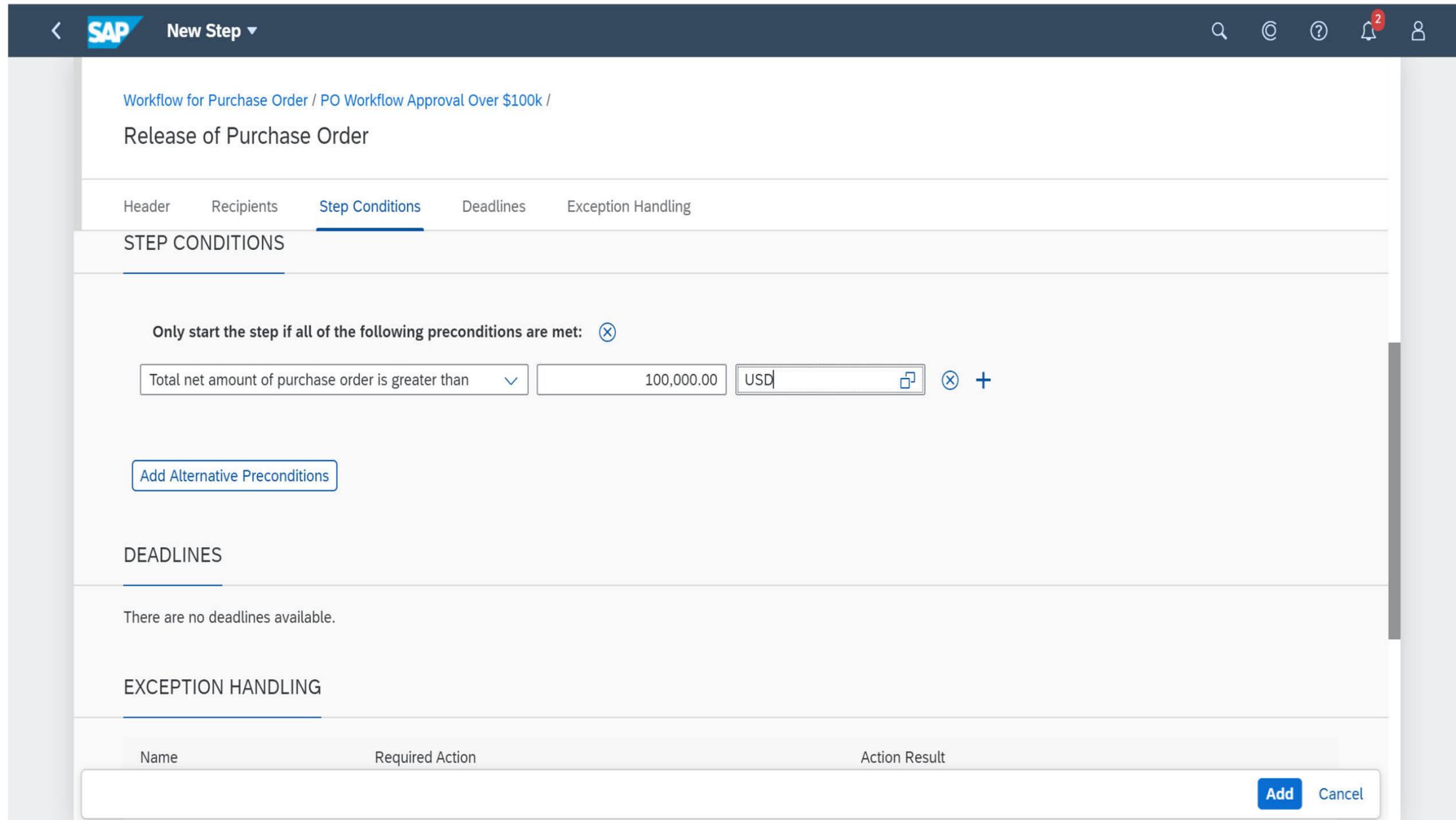
Step Type:

RECIPIENTS

Assignment By:

Role:

Configurable Approvals



The screenshot shows the SAP configuration interface for a workflow step. The breadcrumb trail is "Workflow for Purchase Order / PO Workflow Approval Over \$100k / Release of Purchase Order". The "Step Conditions" tab is active, showing a single condition: "Total net amount of purchase order is greater than" with a value of "100,000.00" and a currency of "USD". There are also "Add Alternative Preconditions", "Deadlines", and "Exception Handling" sections. The "Exception Handling" section is currently empty.

Workflow for Purchase Order / PO Workflow Approval Over \$100k /
Release of Purchase Order

Header Recipients **Step Conditions** Deadlines Exception Handling

STEP CONDITIONS

Only start the step if all of the following preconditions are met:

Total net amount of purchase order is greater than +

[Add Alternative Preconditions](#)

DEADLINES

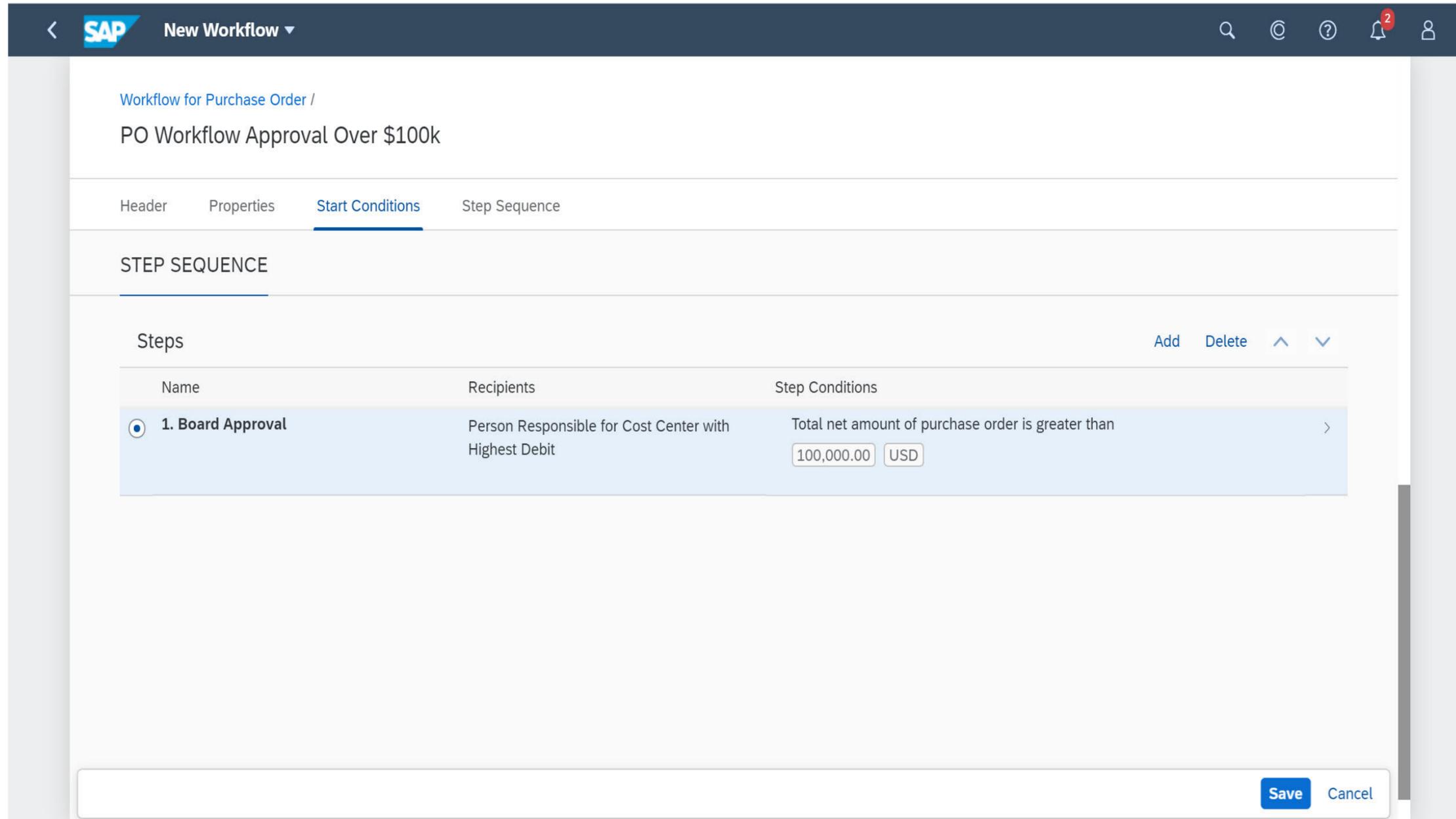
There are no deadlines available.

EXCEPTION HANDLING

Name	Required Action	Action Result

[Add](#) [Cancel](#)

Configurable Approvals



The screenshot shows the SAP 'New Workflow' configuration interface. The breadcrumb path is 'Workflow for Purchase Order / PO Workflow Approval Over \$100k'. The 'Start Conditions' tab is active, showing a 'STEP SEQUENCE' with one step: '1. Board Approval'. The recipients are 'Person Responsible for Cost Center with Highest Debit' and the step condition is 'Total net amount of purchase order is greater than 100,000.00 USD'. The interface includes a top navigation bar with the SAP logo and 'New Workflow' dropdown, search, and user icons. The bottom right corner has 'Save' and 'Cancel' buttons.

Workflow for Purchase Order /
PO Workflow Approval Over \$100k

Header Properties **Start Conditions** Step Sequence

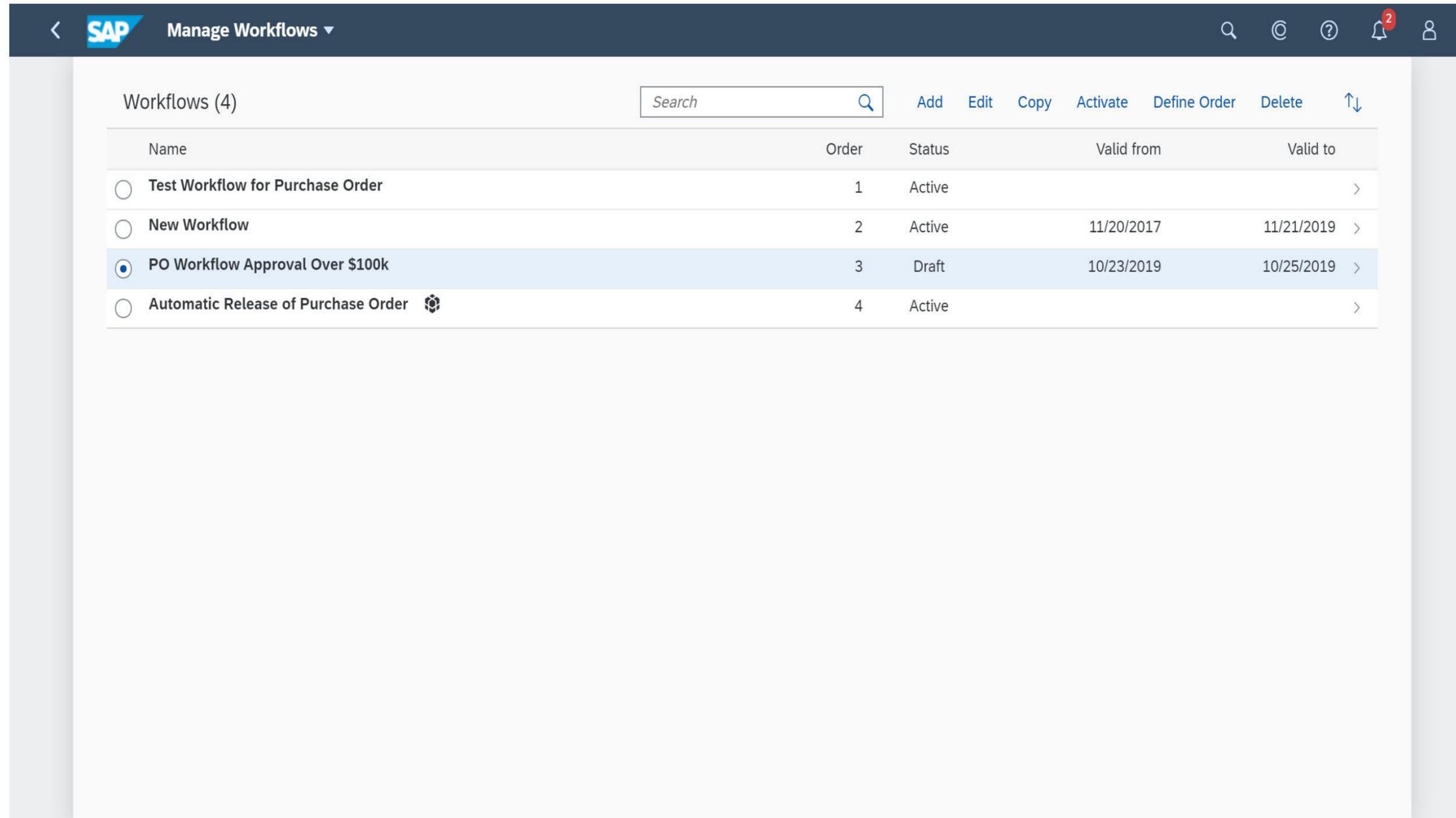
STEP SEQUENCE

Steps Add Delete ^ v

Name	Recipients	Step Conditions
<input checked="" type="radio"/> 1. Board Approval	Person Responsible for Cost Center with Highest Debit	Total net amount of purchase order is greater than 100,000.00 USD

Save Cancel

Configurable Approvals



The screenshot displays the SAP Manage Workflows interface. At the top, there is a dark header with the SAP logo, a back arrow, and the text 'Manage Workflows'. On the right side of the header, there are icons for search, refresh, help, notifications (with a red '2' badge), and user profile. Below the header, the main content area shows a list of workflows. The list has a search bar with the placeholder 'Search' and a magnifying glass icon. To the right of the search bar are action buttons: 'Add', 'Edit', 'Copy', 'Activate', 'Define Order', 'Delete', and a sort icon. The list itself has five columns: 'Name', 'Order', 'Status', 'Valid from', and 'Valid to'. Each row starts with a radio button. The third row, 'PO Workflow Approval Over \$100k', is selected and highlighted in light blue. The fourth row, 'Automatic Release of Purchase Order', has a gear icon next to its name. The 'Valid to' column for the first row is empty, while the others contain dates.

Name	Order	Status	Valid from	Valid to
<input type="radio"/> Test Workflow for Purchase Order	1	Active		>
<input type="radio"/> New Workflow	2	Active	11/20/2017	11/21/2019 >
<input checked="" type="radio"/> PO Workflow Approval Over \$100k	3	Draft	10/23/2019	10/25/2019 >
<input type="radio"/> Automatic Release of Purchase Order 	4	Active		>

Configurable Approvals

The screenshot displays the SAP Fiori 'Configurable Approvals' interface. At the top, the SAP logo and 'Home' menu are visible. The breadcrumb trail includes 'ebates', 'Workflow Configuration for Purchasing', 'Job Scheduling for Purchasing', 'International Trade Content Integration', 'CDS View Replication', and 'Business Administratio'. The main content area features a grid of tiles for managing workflows:

- Manage Workflows for Purchase Req... (New)
- Manage Workflows for Purchase Orders
- Manage Workflows for Supplier Invoices
- Manage Workflows for Purchase Contracts
- Manage Workflows for Scheduling Agreements
- Manage Workflows for Service Entry... (Lean Services)
- Manage Workflows for Central Purchase Contracts
- Manage Workflows for Centrally Managed Purchase...
- Manage Workflows for Supplier Quotations
- Manage Workflows for RFQs
- Manage Workflows for Centrally Managed Purchase Re...
- Manage Workflows for Purchase Req... (Obsolete as of 1911)

Each tile contains a right-pointing chevron icon (»») indicating a navigation action.

Approvals

My Purchase Requisitions

Standard Show Filter Bar Filters

Purchase Requisitions (24) | Standard

Purchase Requisition	Number of Items	Status	Created On	Total Value
<input type="radio"/> 10000398 DD Fan appr_FM	1 Item	Awaiting Approval	Jun 14, 2019	1,150.00 USD >
<input type="radio"/> 10000397 DD Skid Steer	1 Item	Awaiting Approval	Jun 14, 2019	28,000.00 USD >
<input type="radio"/> 10000395 DD valve	1 Item	Follow on Document Created	Jun 13, 2019	350.00 USD >
<input type="radio"/> 10000393 Jan Buyer 06/11/2019	1 Item	Approved	Jun 11, 2019	60.00 USD >
<input type="radio"/> 10000392 DD Compressor	1 Item	Follow on Document Created	May 23, 2019	207.50 USD >

Approvals

The screenshot displays the SAP Fiori 'Approver View' dashboard. At the top left, the SAP logo and a user profile icon are visible. The top navigation bar includes 'Home' with a dropdown arrow and several utility icons (search, home, refresh, help, and menu). Below this, a secondary navigation bar lists 'My Home', 'General Ledger', 'Accounts Payable', 'Finance', 'Period End', 'Reports', and 'Master Data'. The main content area is divided into several sections:

- My Inbox:** A card with a blue border, a checkmark icon, and the number '10', indicating the number of pending items.
- Asset Values:** A card with a document icon and a dollar sign.
- Trial Balance Analysis:** A card with a bar chart icon and the text 'AO Workbook'.
- General Ledger:** A section header above three cards: 'Edit G/L Account Central View', 'Post Journal Entries FB50', and 'Display Journal Entries', each with a document icon.
- Accounts Payable:** A section header above a row of six cards: 'Cancel Supplier', 'Reverse FI Invoice', 'Display Supplier', and 'Orders: Actual/Plan/'.

On the right side of the dashboard, there is a large blue text overlay that reads 'APPROVER VIEW On Any Device!' with an image of a tablet displaying the same interface, demonstrating its mobile compatibility.

Approvals

The screenshot displays the SAP My Inbox interface for a 'Release Purchase Requisition'. The top navigation bar includes the SAP logo, 'My Inbox', and various utility icons. The left sidebar shows a list of 10 items, with the selected item being 'Please release purchase requisition 10000398' (Medium priority, Workflow System). The main content area shows details for requisition 10000398, including a value of 1,150.00 USD and 1 item. Below this is the 'Administrative Data' section, which lists 'Requested By: Jan Buyer', 'Created By: Jan Buyer', and 'Requisition date: 06/14/2019'. The bottom section shows the 'Items (1)' table with columns for Requisition, Short Text, Material, Quantity, Net Value, and Release Status. At the bottom right, a dark action bar contains buttons for 'Approve', 'Reject', 'Show Log', 'Claim', 'Forward', and 'Suspend'. A blue arrow points to the 'Approve' button.

My Inbox

All Items (10)

Search

REFRESH

Please release purchase requisition 10000398
Workflow System Medium

Please release purchase requisition 10000397
Workflow System Medium

Please release purchase requisition 10000272
Workflow System Medium

Please release purchase requisition 10000398

Release Purchase Requisition

10000398 1,150.00 USD
Number of Items: 1

DD Fan appr_FM

Administrative Data

Requested By: Jan Buyer
Created By: Jan Buyer
Requisition date: 06/14/2019

Items (1)

Requisn.	Short Text	Material	Quantity	Net Value	Release Status
----------	------------	----------	----------	-----------	----------------

Approve Reject Show Log Claim Forward Suspend

Approvals

The screenshot displays the SAP My Inbox interface for a 'Release Purchase Requisition'. A modal dialog box titled 'Submit Decision' is open, showing the message 'You have selected "Approve".' and a text input field containing 'Request Approved'. The background interface includes a list of requisitions on the left and a detailed view of a requisition item on the right.

Submit Decision

You have selected "Approve".

Request Approved

Submit Cancel

Items (1)

Requisn. item	Short Text	Material	Quantity requested	Net Value	Release Status
00010	12" Shutter Mount Exhaust Fan	12" Shutter Mount Exhaust Fan PSM201	10 PAC	1,150.00 USD	In Release 03

At the bottom of the interface, there are buttons for 'Approve', 'Reject', 'Show Log', 'Claim', 'Forward', and 'Suspend'.

Approvals

My Purchase Requisitions

Standard Show Filter Bar Filters

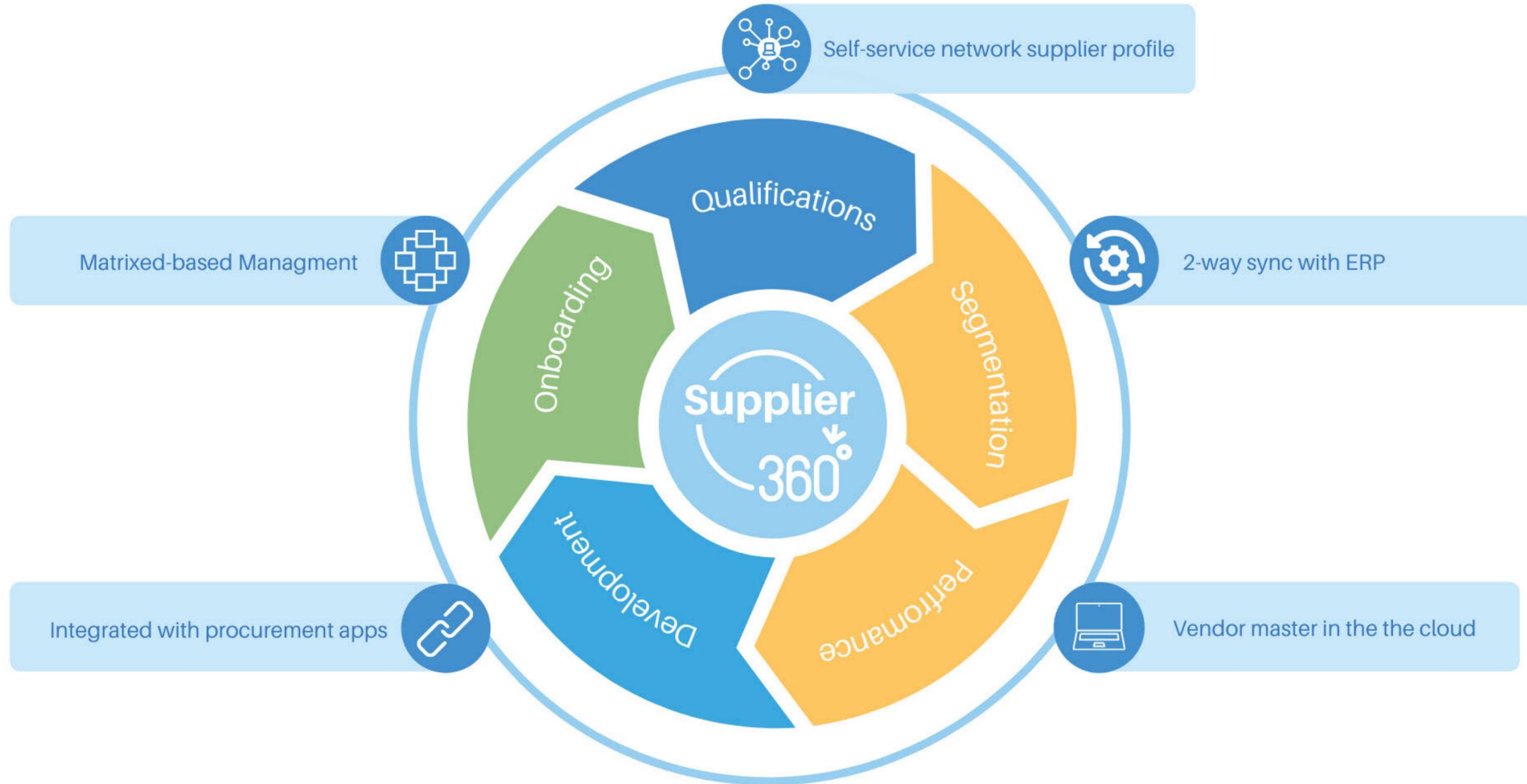
Purchase Requisitions (24) Standard

Purchase Requisition	Number of Items	Status	Created On	Total Value
<input type="radio"/> 10000398 DD Fan appr_FM		Approved	Jun 14, 2019	1,150.00 USD >
<input type="radio"/> 10000397 DD Skid Steer	1 Item	Awaiting Approval	Jun 14, 2019	28,000.00 USD >
<input type="radio"/> 10000395 DD valve	1 Item	Follow on Document Created	Jun 13, 2019	350.00 USD >
<input type="radio"/> 10000393 Jan Buyer 06/11/2019	1 Item	Approved	Jun 11, 2019	60.00 USD >
<input type="radio"/> 10000392 DD Compressor	1 Item	Follow on Document Created	May 23, 2019	207.50 USD >

Vendors

Req #	Procurement	LSI
	System has a portal for vendors to update their account details online; details to include payments (i.e. payment date, payment amount, check number, invoice number, etc.) and outstanding invoices	

Vendors



SAP Supplier Enablement

Home | Inbox | Outbox | Catalogs | Reports | Documents | Create

Orders and Releases | All Customers | Order Number

Guide | Trends | Refresh

Purchase Order by Amount

Last 12 months

Month	Amount (\$K)
May 2020	0
Jun 2020	0
Jul 2020	0
Aug 2020	0
Sep 2020	1.12
Oct 2020	1.30
Nov 2020	0
Dec 2020	0.15
Jan 2021	0
Feb 2021	0.05
Mar 2021	0
Apr 2021	0

LSI Consulting DSAPP - TEST

- Purchase Order by Volume
- Purchase Order by Amount
- Outstanding Invoices

Orders, Invoices and Payments

All Customers | Last 200 Documents

Now we're mobile.

11 New Purchase Orders | 0 Orders that Need Attention | 0 Invoices Rejected | 0 Payments Received | 0 Pinned Documents

Order Number	Customer	Status
EP662	LSI Consulting DSAPP - TEST	New
EP449	LSI Consulting DSAPP - TEST	New
EP444	LSI Consulting DSAPP - TEST	New
EP443	LSI Consulting DSAPP - TEST	New
EP383	LSI Consulting DSAPP - TEST	New
EP357	LSI Consulting DSAPP - TEST	New
EP353	LSI Consulting DSAPP - TEST	New

0 New Early Payment Offers | 2 Invoices | 2 Invoices Pending Payment | 1 Invoices Pending Approval

0 Payments that Need Attention | 0 Pinned Documents | 11 Orders to Confirm | 11 Orders to Invoice

11 Orders to Ship | 0 Orders with Service Lines | 14 Purchase Orders

Manage Default Tiles

Information 45%

https://service.riba.com/Supplier.aw/125009078/aw?awh=r&awwsk=JPYOWFI&awrdt=1#

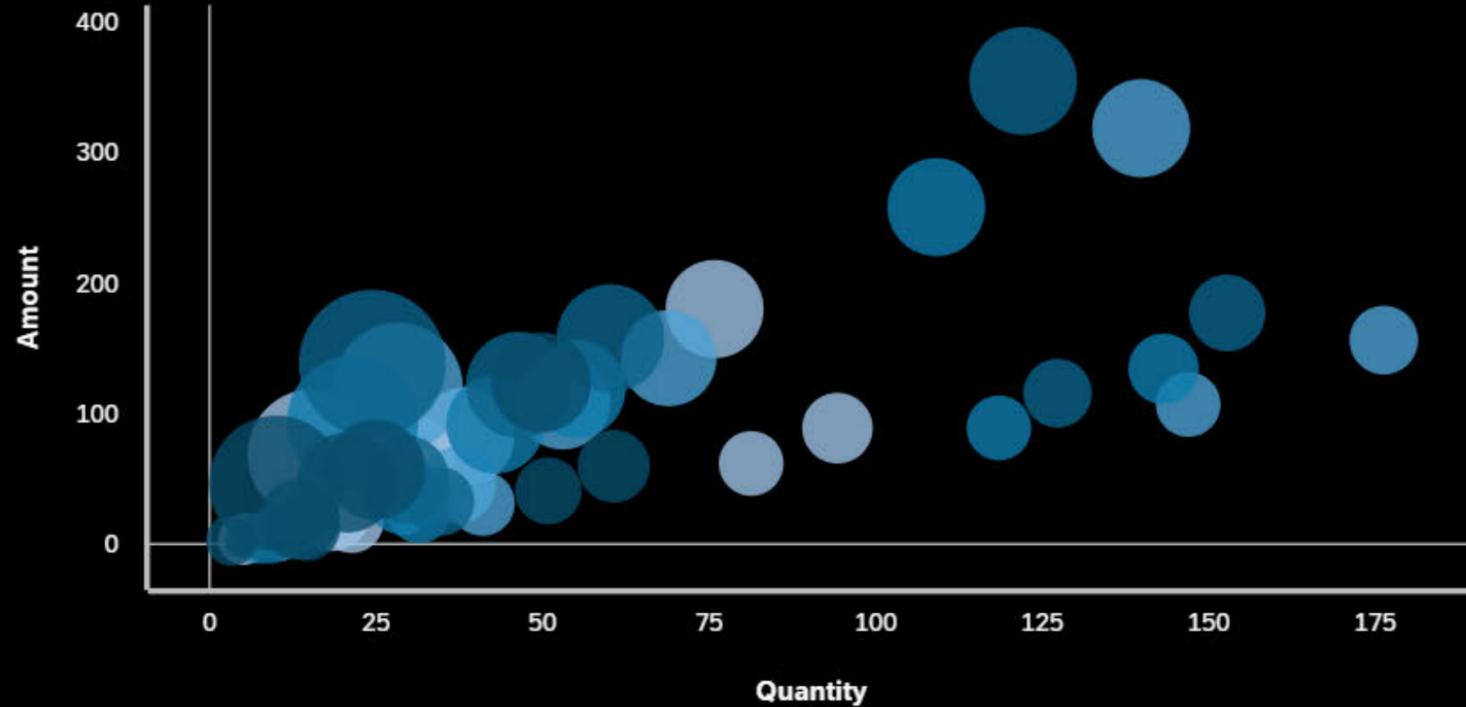
Consolidated Reporting View - Example

Contract Vehicle Type Analysis

Amount, Avg Unit Price and others per Contract Vehicle Type, Product Name for Actual

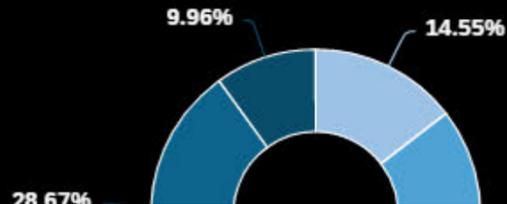
in Thousand, Million and others

● BPA ● GSA ● IDIQ ● None ● Set Aside



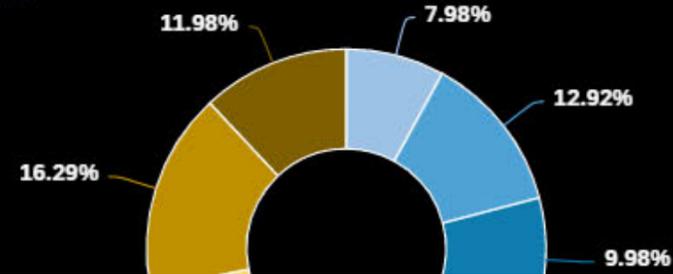
Amount per Contract Vehicle Type for Actual

■ BPA ■ GSA ■ IDIQ ■ None ■ Set Aside



Amount per Office for Actual

1 Filter

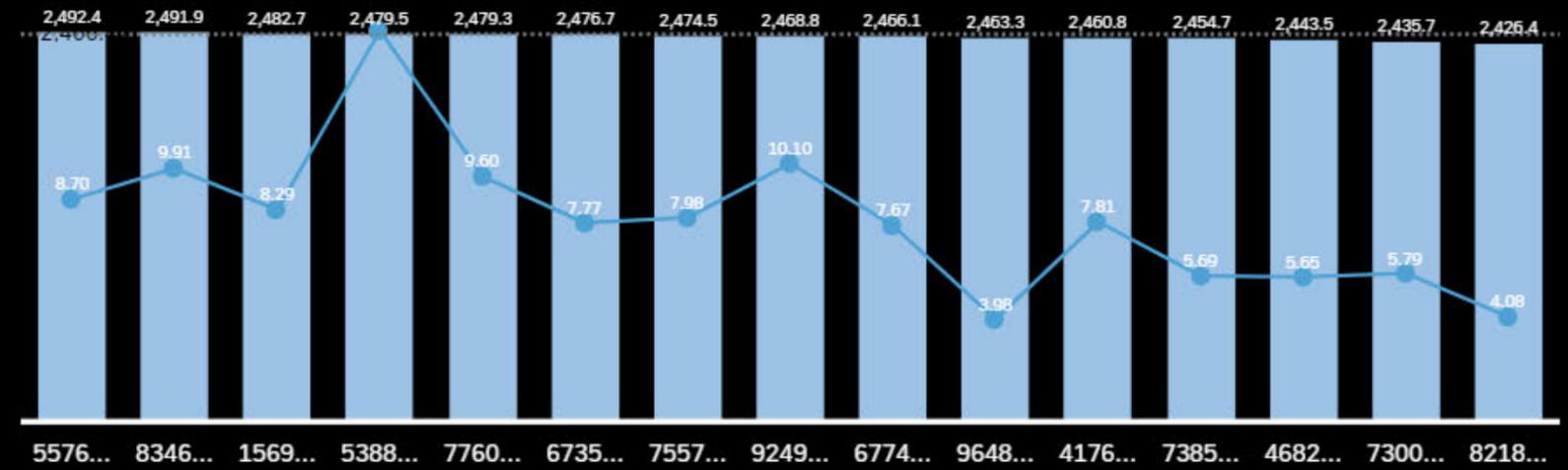


Contract Officer and Regional Performance

Avg Unit Price, Quantity per Emp ID for Actual

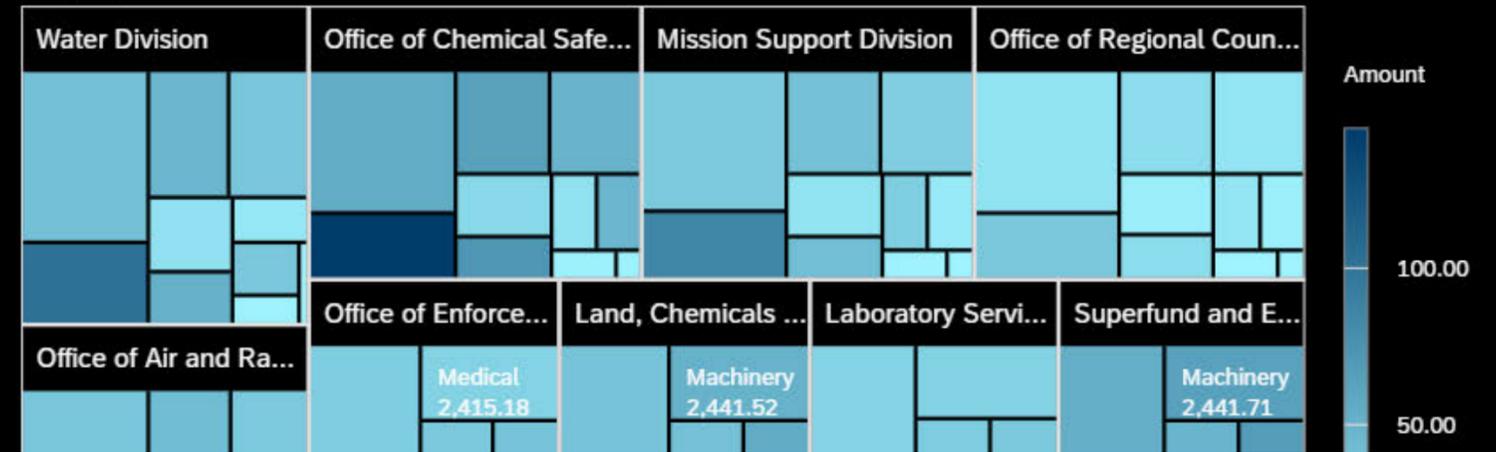
in -, Thousand | 1 Filter

■ Avg Unit Price ● Quantity

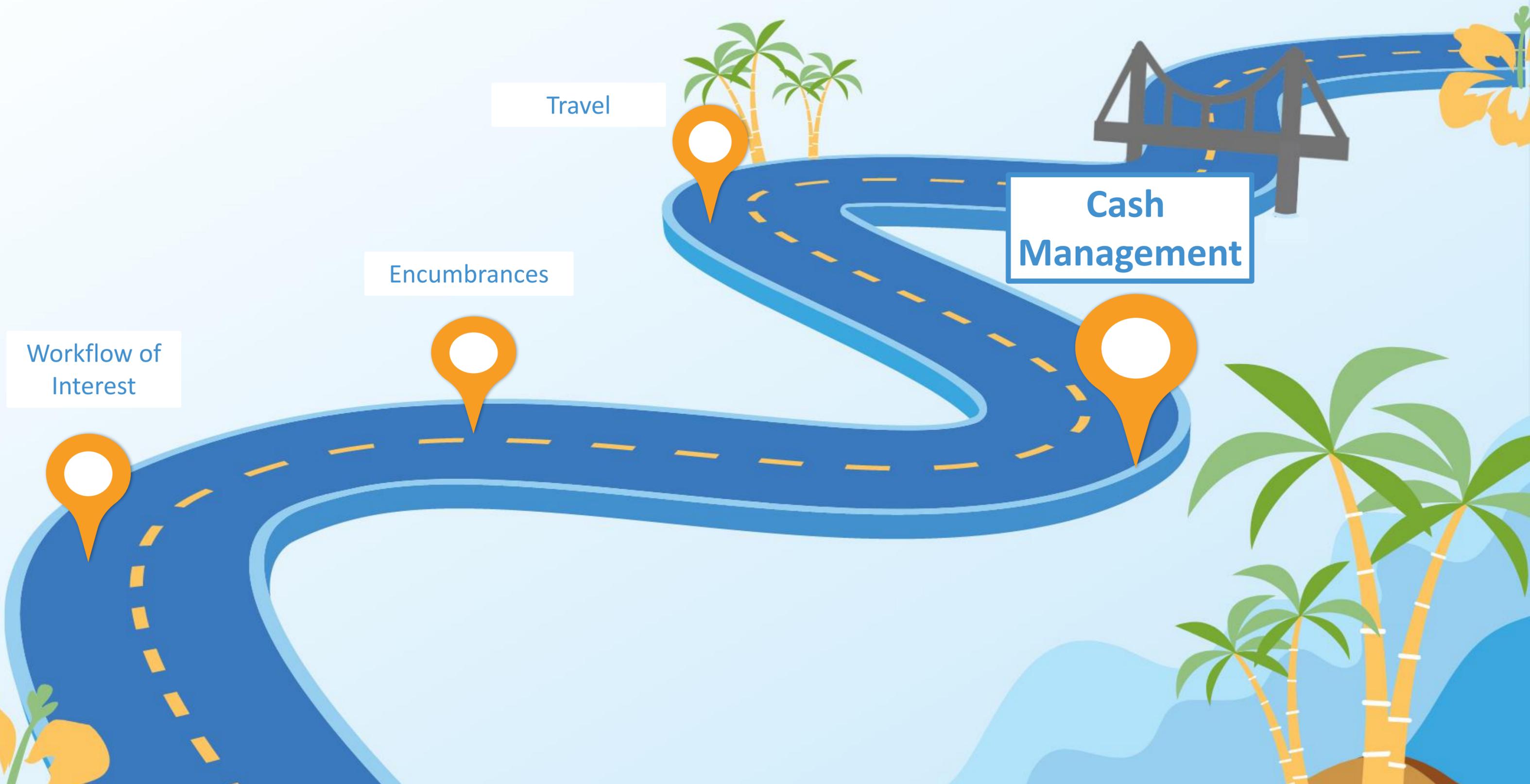


Amount, Avg Unit Price per Office, Product Name for Actual

in -, Million | 1 Filter



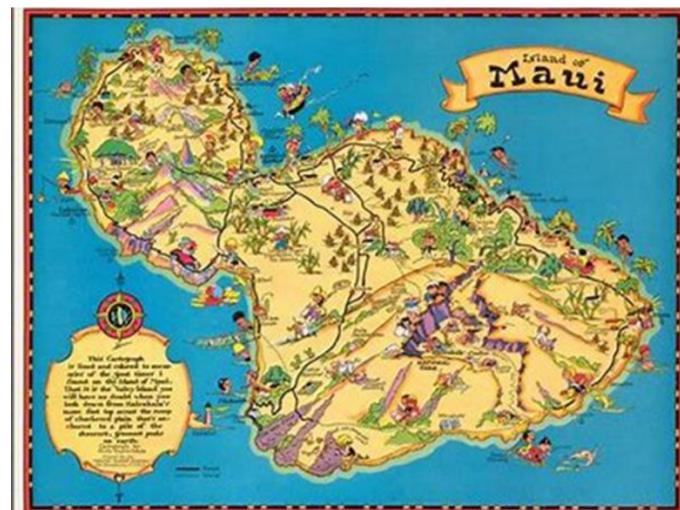
Finance Accounting- Cash Management



Support and Alignment from SAP



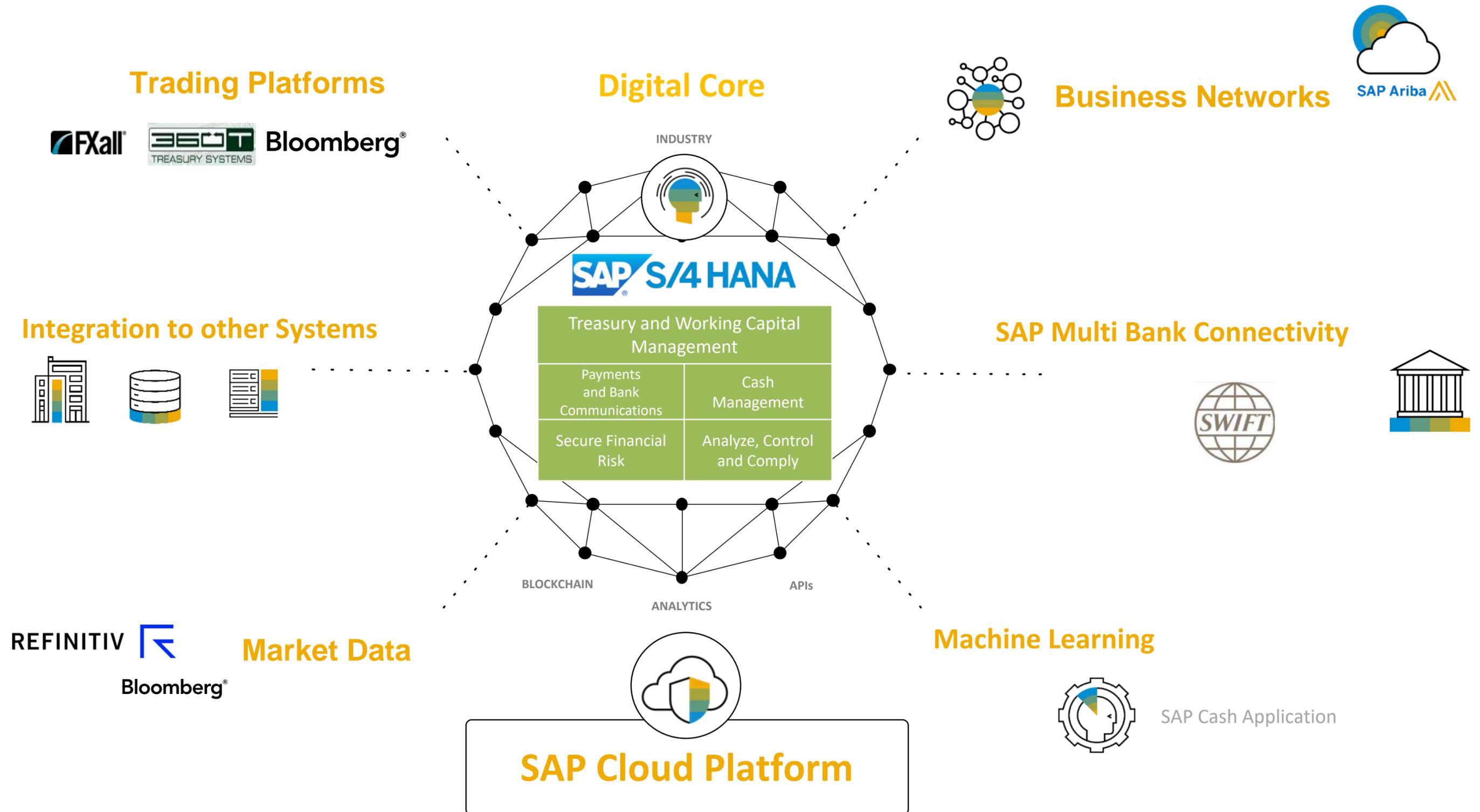
Favorite Hawaiian Island Maui



Sr. Solutions Advisor – Treasury & Cash Management

- Background
 - 15+ Years of SAP Treasury
 - Subject Matter/Business Process Expert – Treasury & Cash Management
 - Experience in Implementations of SAP Treasury and Cash Management 20+ implementations worldwide including both the State Treasurers Office of South Carolina and UNICEF.

Treasury System Overview



*

#106 Debt and Investment Management

System can maintain investment and loan information.

#107 Debt and Management Accounting

Automatic journal entries for periodic interest income and expense.



#106 Debt and Investment Management

System can maintain investment and loan information.



#107 Debt and Management Accounting

Automatic journal entries for periodic interest income and expense.

Cash Flow Reporting

#76 Cash Projections

The system shall provide the data required to maintain cash projections, based on user-defined criteria.

#77 Rollup by Dept

The system shall provide the ability to rollup departmental projections to State-level projections, based on user-defined criteria.

#99 Interest Earned

The system shall provide the ability to project interest earned, by classification structure (e.g., GL account)

#100 Incorporate POs & Conts

The system shall provide the ability to incorporate commitments (e.g., purchase orders, contracts, payments

#102 External Sources

The system shall provide the ability to project cash flows from external and feeder systems based on user-defined criteria.

#103 Analyze Predictive Flows

The system shall provide the ability to analyze projected cash flows based on user-defined criteria.

#129 Cash Flow Rec vs Disb

The system shall provide the ability to calculate cash flow (e.g., receipts and disbursements, General Obligation bond cash balance

Cash Flow Reporting



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#129 Cash Flow Rec vs Disb

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Receipts and Disbursements

#72 Cash Balances

The system shall provide the ability to maintain a set of accounts of all monies received and paid, based on user-defined criteria.

#73 Segregated Monies

The system shall provide the ability to record the segregation of money in the State Treasury from money outside the State Treasury

#48 Receiving Monies

The system shall enable the receipt of funds through multiple payment types and methods, including but not limited to check, wire transfer

#62 Splitting Receipts

The system shall provide the ability to split receipt into principal, additional fees (if any), interest, tax, penalty and other types of fees

#85 Sending Cash / Direct Debit

The system shall provide the ability to generate notifications, when departments submit requests to "draw down" federal funds or to send cash directly

#80 Cash Needs

The system shall provide the ability to ensure that all disbursements have sufficient cash based on user-defined criteria.

#98 & 10 Check Register / Outstanding

The system shall have the ability to maintain and report data on the fund, amount, date and number of checks issued and released

#19 Data Retention

The system shall provide the ability to archive prior period paid and voided check information, and cleared adjustments, based on user-defined parameters

Receipts and Disbursements



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The system shall provide the ability to identify cash balances, based on user-defined criteria



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Cash Reconciliation

#8 Reconcile Statements

The system shall provide the ability to reconcile bank account statements to the GL

#14 Account Stmt Recon

The system shall provide the ability to account for and reconcile bank accounts and provide monthly bank account statements, with deposit

#20 Returned Items

The system shall provide the ability to process and identify returned items (e.g., dishonored checks) and bank adjustments

#21 AP / AR Adjustments

The system shall provide the ability to link adjustments to related AR and/or AP transaction, based on user-defined criteria

#22 NSF processing

The system shall provide the ability to automate the reversal of NSF or rejected receipts

#46 Receipt / Deposits

The system shall provide the ability to track receipt and deposit processing, based on user-defined criteria and user-defined business rules

#42 Bank Recon Reporting

The system shall provide the ability to generate notifications (e.g., when the "bank statement" has not been reconciled to G/L)

Cash Reconciliation



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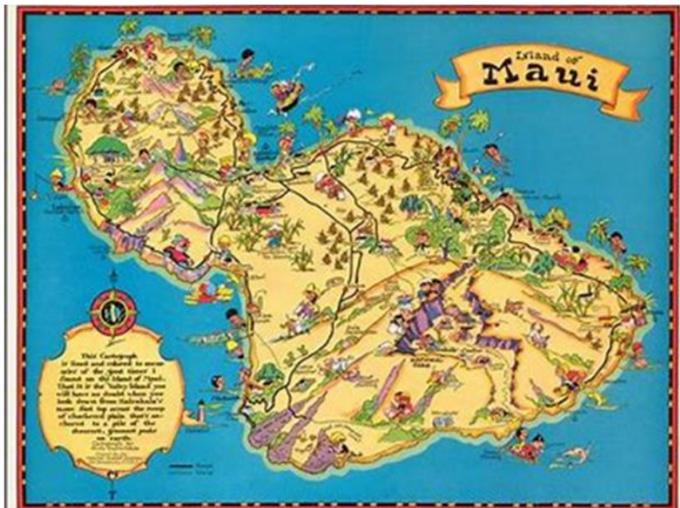
Finance Accounting- Travel



Support and Alignment from SAP



Favorite Hawaiian Island Maui

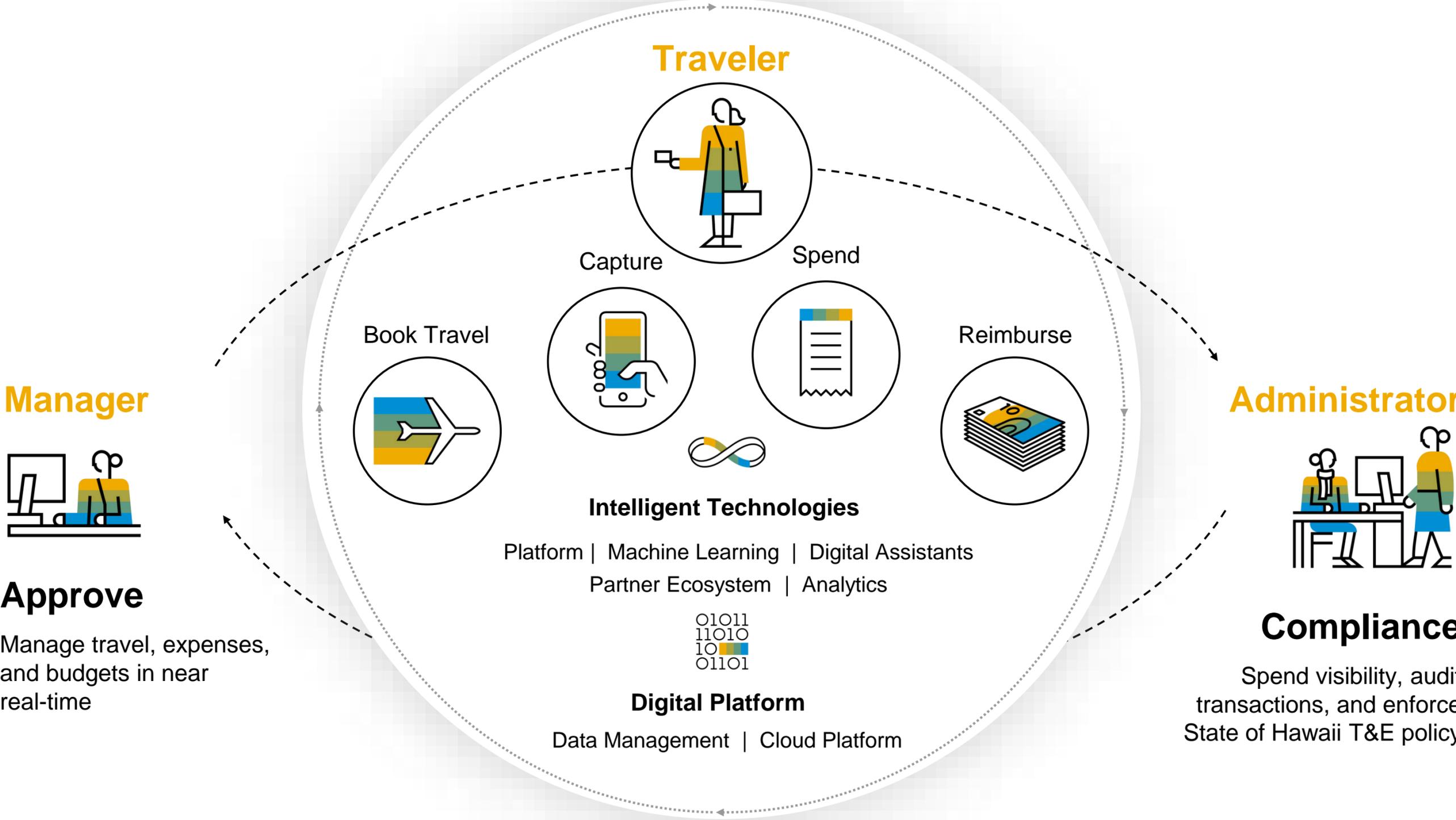


Sr. Solutions Engineer – Employee
Travel & Expenses Management

■ Background

- (2+) Years at SAP
- Subject Matter/Business
Process Expert – Employee
Travel & Expense Management

Make Intelligent Spend Decision - From Travel Request to Reimbursement



Req #	Stakeholder Requests	LSI
	Approval Process; ability to upload documents to process payment	✓
	Travel to be submitted separately	✓

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	Approval Process; ability to upload documents to process payment	✓
	Travel to be submitted separately	✓

✓

1.1.1.1
Functionality in the EFS that delivers the greatest business benefit to the State



✓

1.1.1.2 Improved financial processes, timeliness, consistency, and accuracy of financial transactions and reporting. Reduction in dependency on paper.



✓

1.1.1.3 Minimal risk to the State and maximum business benefit to the State.



✓

1.1.1.4 Improved transparency in government accounting.



✓

1.1.1.5 Enables consistent adoption and application of policies and procedures across State departments.



✓

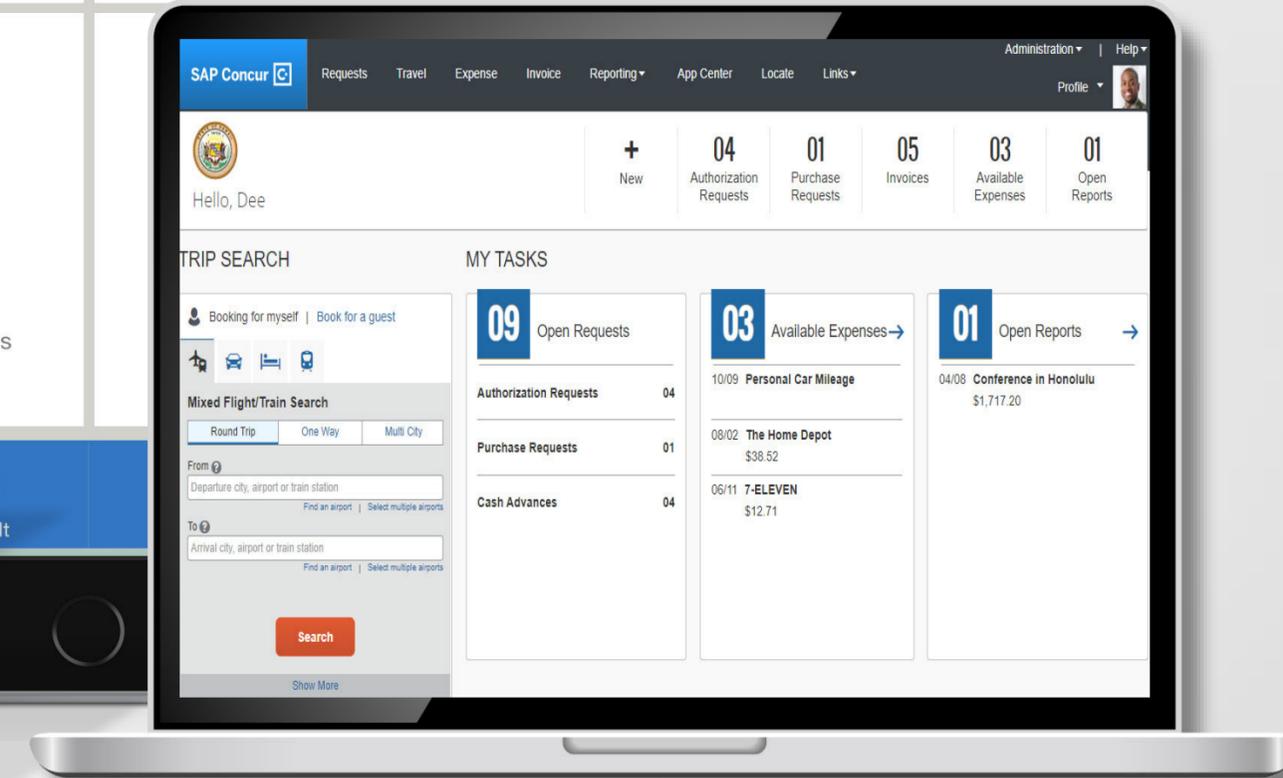
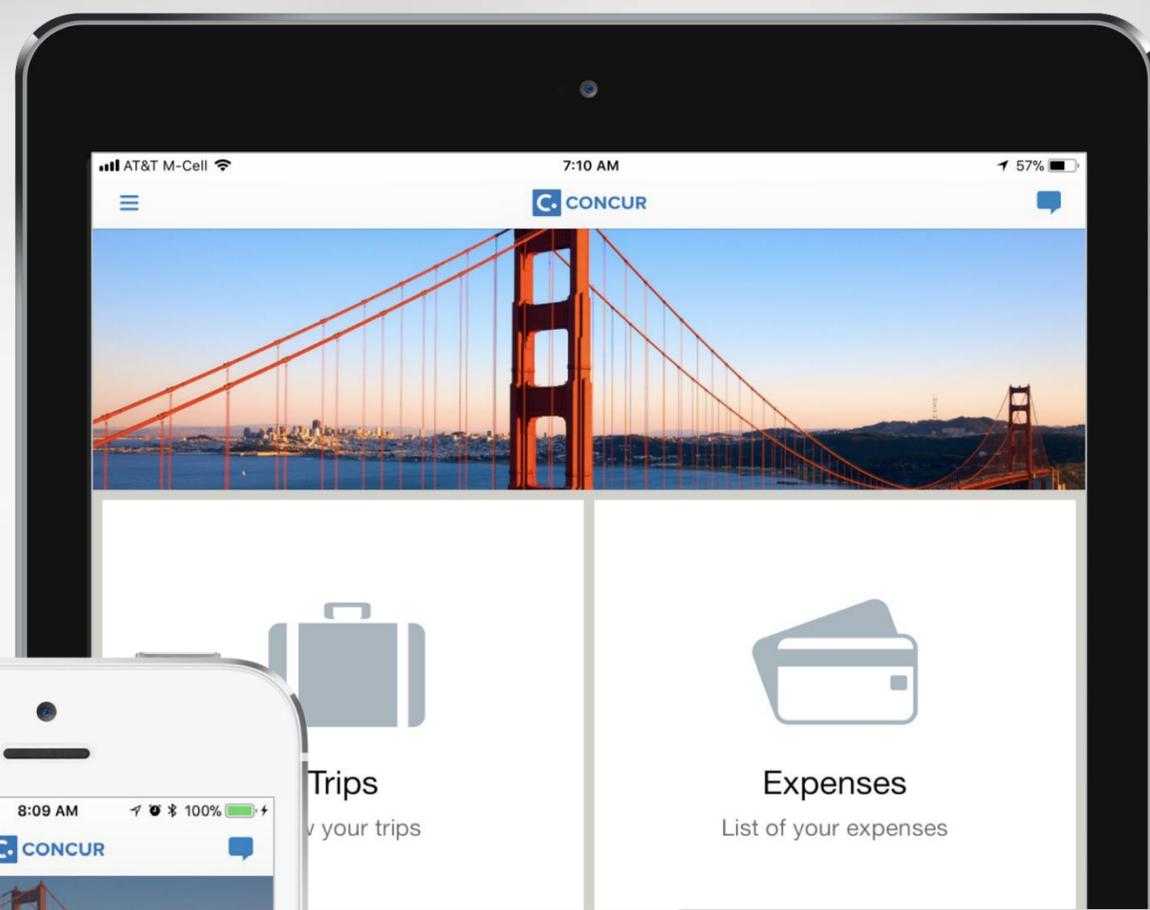
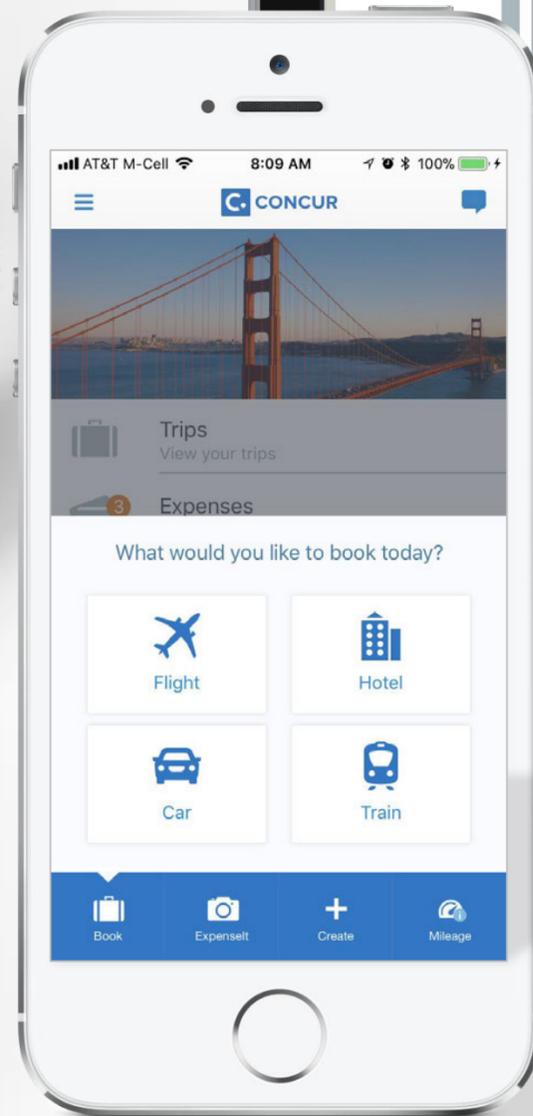
1.1.1.6 Increased efficiency to improve State services to its employees and for the citizens, residents, and businesses in the State.



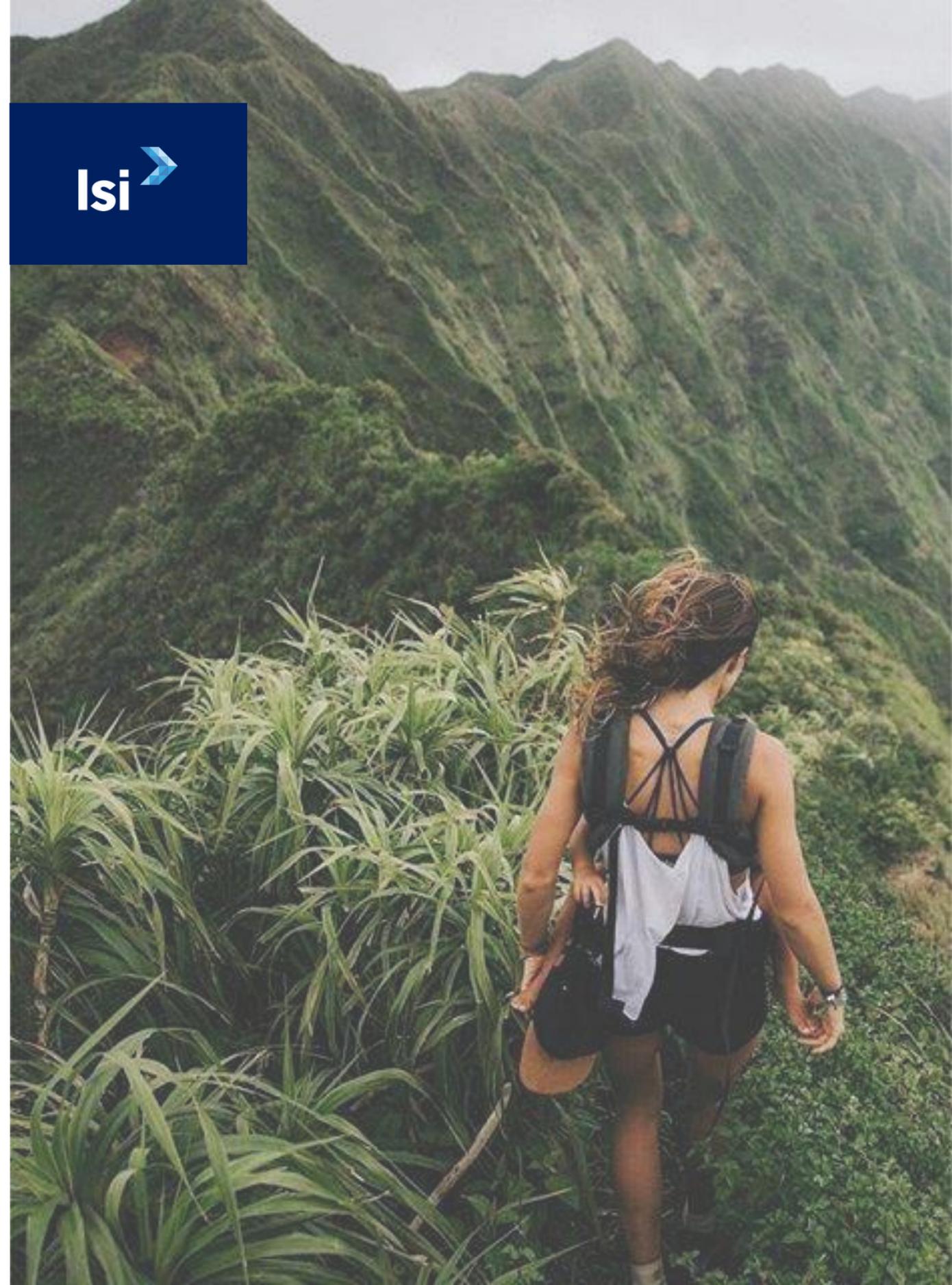
✓

1.1.1.7 An EFS that reduces disruption to State employees and State business processes, and impact to the State by minimizing complexity in implementation, operation, and support.





Lunch – 12:15pm HST for 30 minutes



User ZGLDEMO| 

Password 

Language EN - English 

Log On

Change Password

Reporting

- Enterprise Analytics & Reporting
- Data Warehousing & Stakeholder Requests

Implementation

- Implementation Approach
- Testing, including Regression
- Training/Conversion/Maintenance
- Integration/Interface/User Experience
- Schedule & Resource Team
- Partnership Roles
- On-island vs. Remote Support

Budget

- Workflow of Interest
- Budget Development/Appropriations/Allocations
- Personnel Budgets
- Reporting

Opening & Proposed Solution

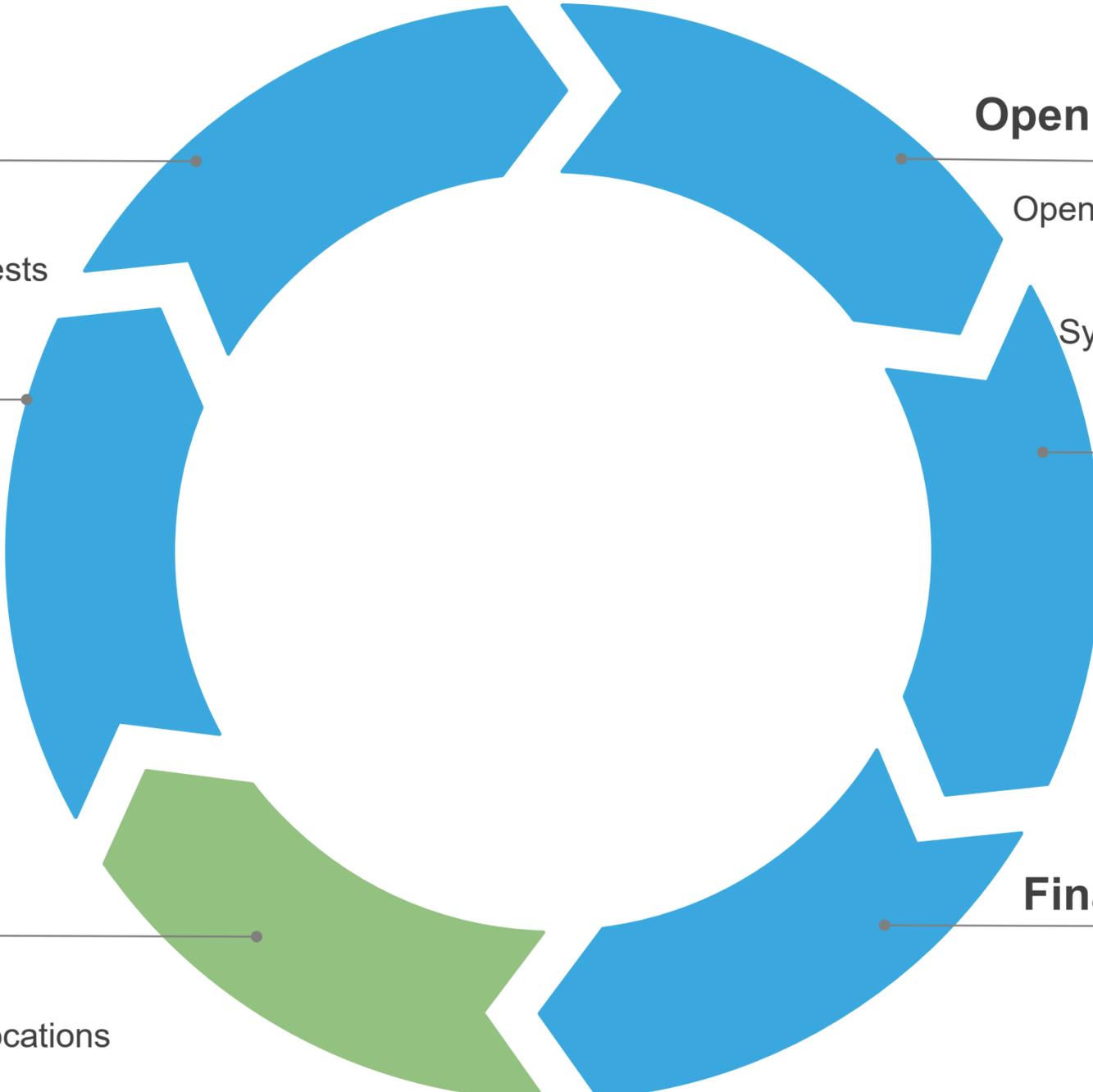
- Opening Remarks & Team Introductions
- Technical & Solution Architecture
- System Diagrams & User Experience

Finance & Accounting

- General Ledger
- Chart of Accounts
- Funds Management
- Grants /Projects
- Asset Inventory
- Reporting

Finance & Accounting Cont.

- Workflows of Interest
- Encumbrances
- Cash Management
- Travel





Budget Lead

Roles and Responsibilities:

Plans, directs and executes all SAP SBP Budget design and implementation activities, responsible for the overall delivery of the work products and other contract documents.

Expertise:

Directed numerous global full lifecycle implementations: SAP SBP, Enterprise, including both on-premise and SaaS environments. Expert with Agile methodology.

Client Experience

Colorado Department of Transportation (CDOT), Penn State University (PSU), City of Toronto, State of South Carolina, University of Cincinnati, Marin Municipal Water District, City of New York, Weill Cornell Medicine, and the California Department Water (DWR)

Background in Public Sector

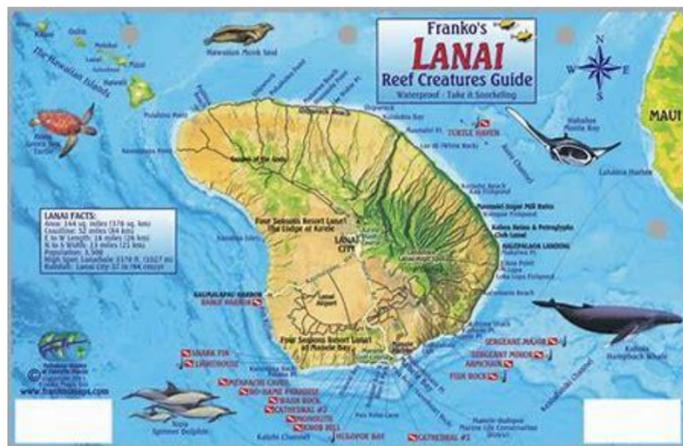
Budgeting, and Finance professional 20+years helping public sector organizations improve their financial management with better data and more accurate accounting and budgeting.



Home State



Favorite Hawaiian Island Lanai



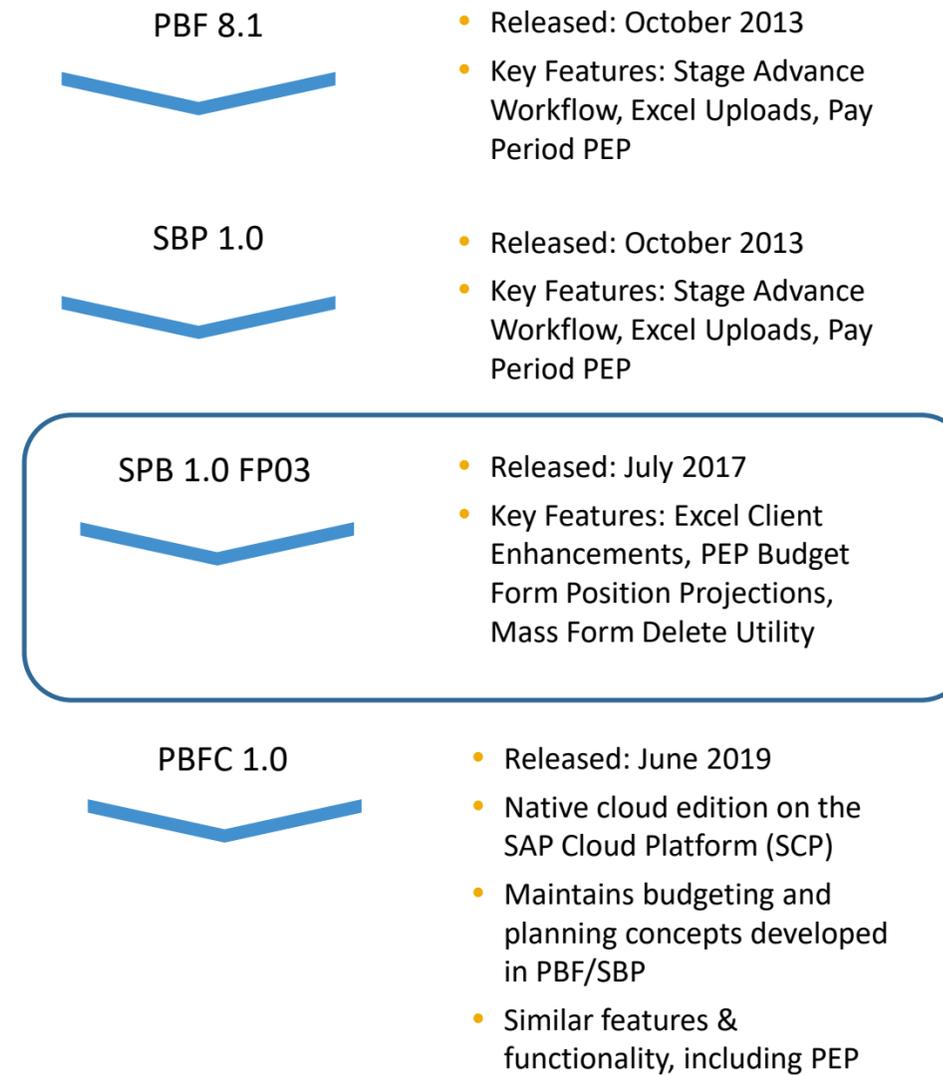
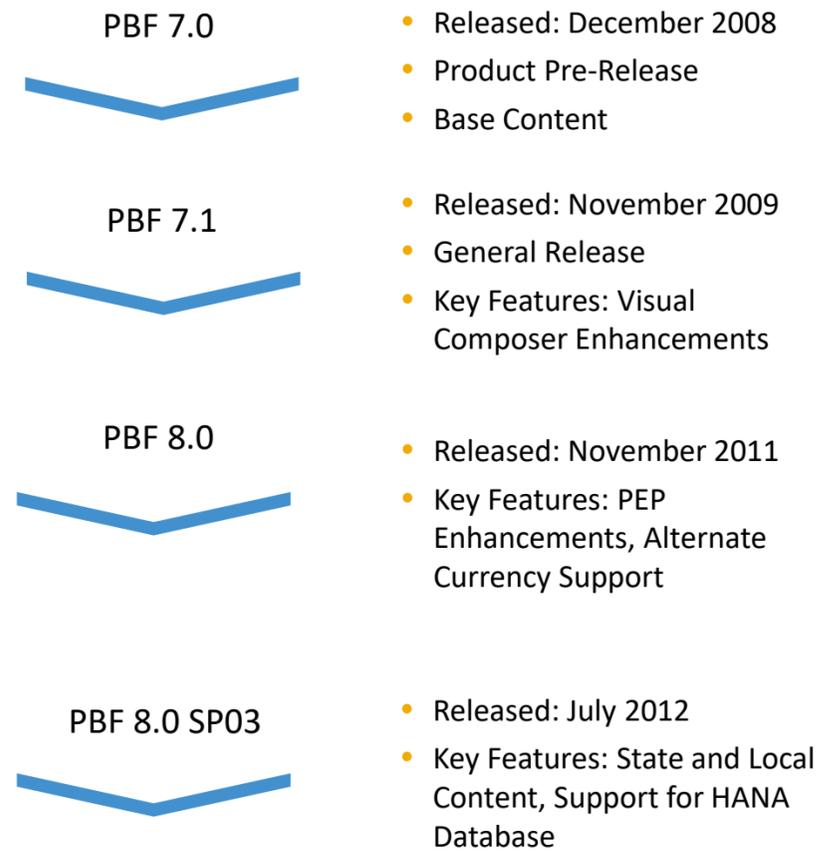
What is LSI GovOne Budgeting?

LSI GovOne Budgeting is the combination of SAP technology and LSI public sector expertise.

A powerful end-to-end public sector budgeting solution to support different budget approaches, processes and outputs

- **Budget requests, reviews and enactment** – Manage budgets in a single application.
- **Operating, capital and grants budgeting** – A single application for all budget types.
- **User configuration** – Tailor budget forms, process controls, reports and analytics to your unique budgeting requirements and adapt them to changing requirement
- **Personnel cost forecasting** – Examine and plan personnel expenditures at a highly granular level to support budgeting, spending plans and collective bargaining
- **Modeling and analytics** – Powerful modeling tools combined with the strength of SAP Analytics Cloud for reporting, dashboards and ad hoc analysis.
- **Text handling and automated budget book publishing** – Prepare documents that incorporate budgets, text descriptions and graphics
- **Integration** – Data integration with SAP and Non-SAP source systems

12-Year History of Continuous Investment in Public Sector Budgeting



Continuing Adoption by Public Sector

City of San Diego, California

Santa Clara County, California

Marin Municipal Water District

University of Cincinnati

Amtrak

US Customs and Border Protection

Colorado Department of Transportation

State of Connecticut

City of Toronto, Ontario Canada

Chicago Metro Water Reclamation District

Australia Department of Finance

US Department of Agriculture

Province of Manitoba

State of South Carolina

Fulton County Schools, Georgia

Duke University

University of Kentucky

Los Angeles Community College District

San Diego Metro Transit System

Weill Cornell Medical College

Travis County, Texas

Delaware River Port Authority

San Bernardino County, California

City of San Antonio, Texas

Dunn County, Wisconsin

Andhra Pradesh State, India

Telangana State, India

Atlantic County, NJ

US Army

State of Louisiana

Houston Independent School District

Penn State University

California Department of Water

Prince Georges County, Maryland

Australia Department of Employment

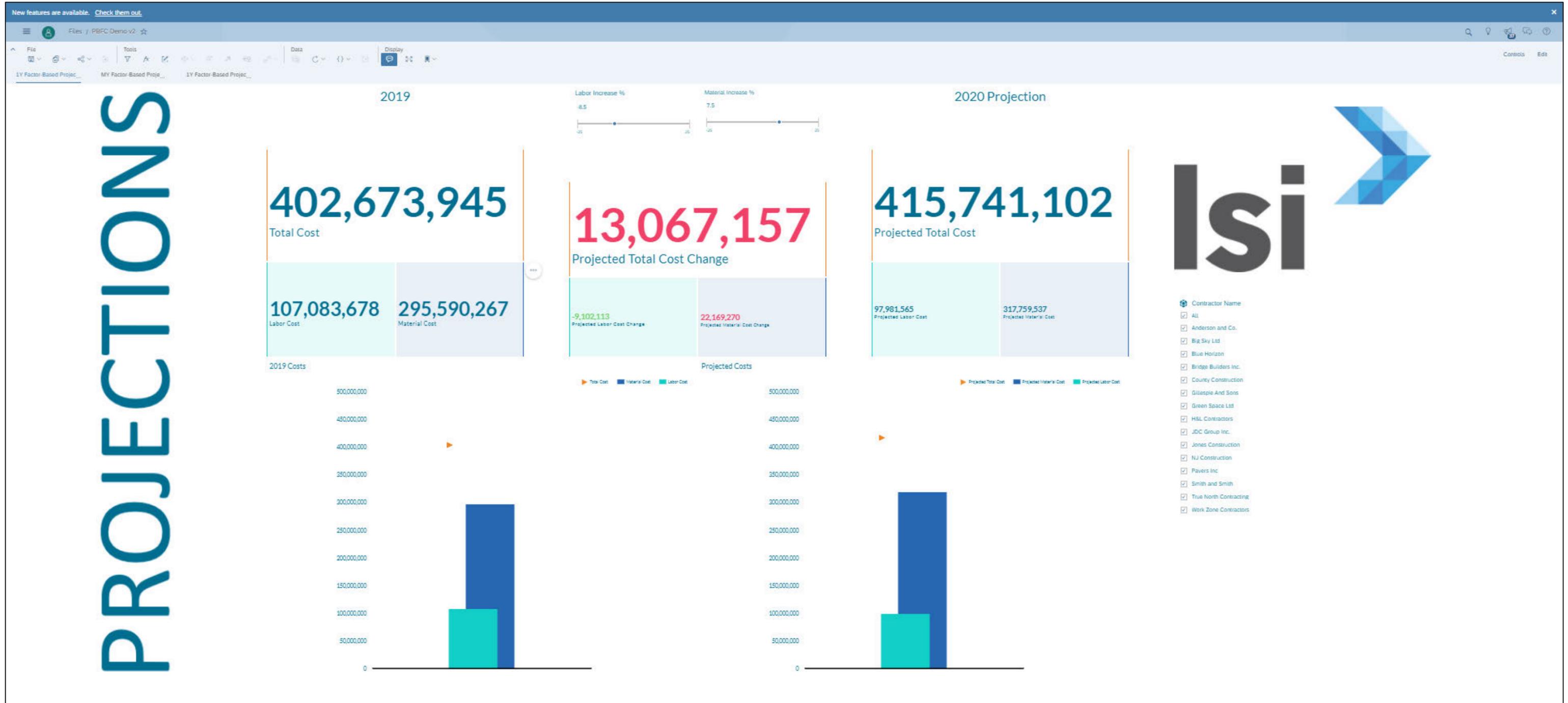
Harris County METRO



An aerial photograph of a tropical coastline. In the foreground, there's a sandy beach curving along a bay with clear, turquoise water. The background features a range of lush, green mountains under a sky with scattered white clouds. A large, stylized blue arrow graphic points to the right, partially overlapping the text box.

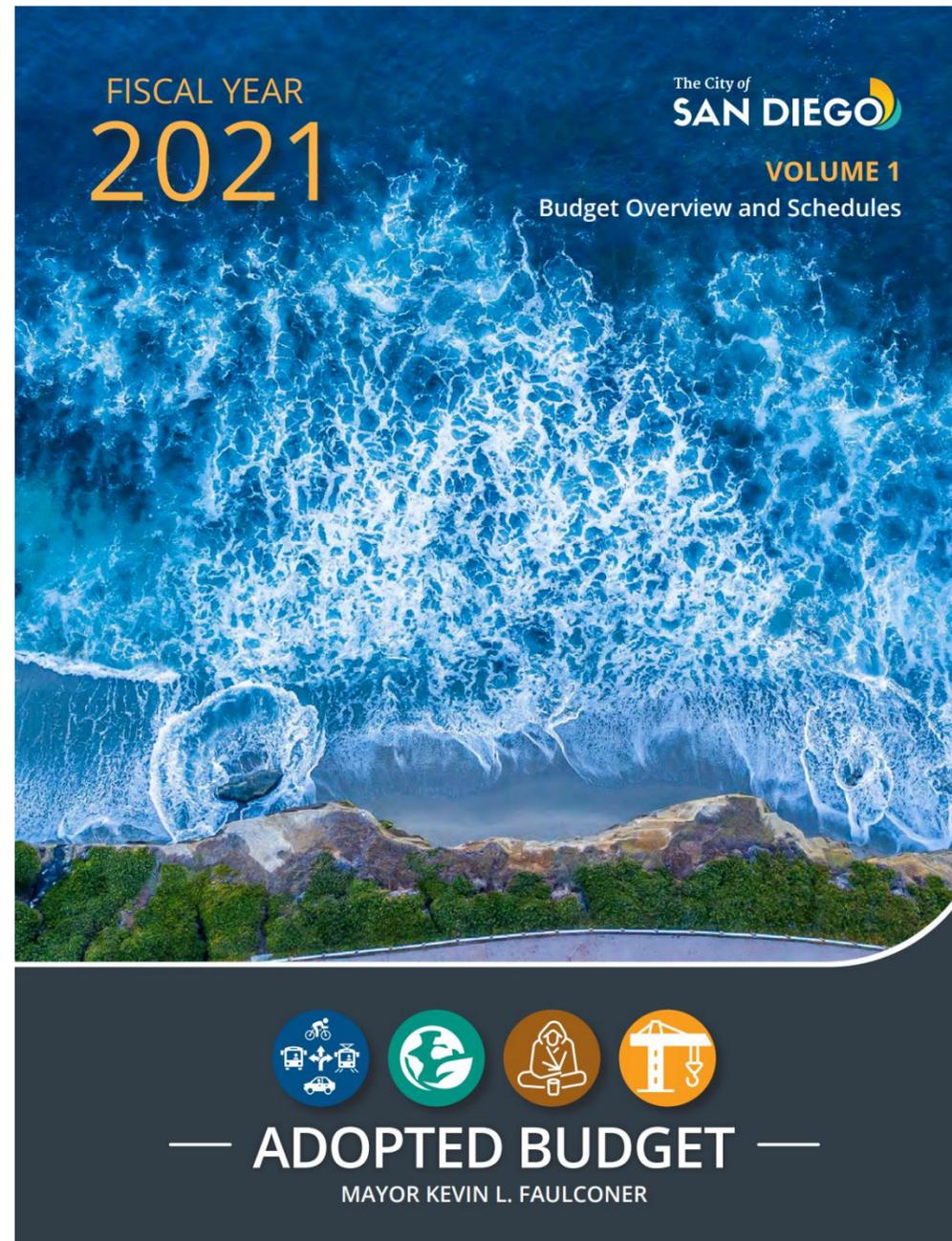
Live Demo
LSI SAP Budget and Planning (SBP)
State of Hawaii

SAP Analytics Cloud – Budget Reporting



Automate Budget Book Publishing

- PatternStream is an optional Third-Party tool that creates documents that integrate budget data, text, graphics and org charts. High quality outputs can be sent directly to print or published to the web.
- High quality outputs can be sent directly to print or published to the web.
- PatternStream is included in our solution offering and will be utilized for automating the State's Budget Book.



City of San Diego Budget Book using PatternStream

New Grant Form Example

Grant Budget Request

Search | New | Edit | Save | Cancel | Advance Stage | Download | Help

Form: 159 x  Stage: 111 - 111 - Department Request

Funding | Expenses | Revenue | Narrative | Attachments | History | Stage Advance Log

Grant:

Description:

Budget Year:

Budget Requirements

Req #	Budget Development	LSI
29	Ability for each organizational unit to develop and modify a budget at any level of the organizational structure and at any level of the program structure, throughout the budget development process	
1, 10-17, 49-52	<p>Ability to electronically submit and manage budgetary activities throughout the fiscal year that are currently handled through processes/documents such as the A-19, A-21, and other documentation that authorizes adjustments to the operating budgets of the department.</p> <p>Ability to generate allocation documents to define the purpose of the allocation, rationale for allocation, guidelines for implementation, allocation of resources (i.e., how positions and funds are to be distributed by cost center and character), and additional user defined criteria.</p> <p>Ability for program manager to initiate a subsequent allocation document and ensure the funds needed for allocation is available before issuing allocation document, and also reserve those funds so no expenditure plan or transfer can occur. Allow attachment(s) be added to the allocation document to provide additional information.</p> <p>Ability to compare appropriations to actual expenditures, based on user-defined criteria (e.g., to any level provided by budget detail).</p> <p>Ability to track fund totals, appropriation totals, positions, expenditures, and revenues/receipts.</p> <p>Ability to compare authorized allocation authority to actual expenditures, based on user-defined criteria (e.g., to any level provided by budget detail).</p> <p>Ability to support allocation transfers tracking over user-defined periods (e.g., over multiple years, over multiple fiscal years), based on user-defined criteria (e.g., by authority).</p> <p>Provide flexibility to accommodate future change to budget allocation at the sub-organization level either within another module or separately procured system, without requiring rework of the activities included in the scope of this procurement.</p> <p>Ability to export and merge data and text (e.g., budget narrative) for the production of budget documents.</p> <p>Ability to produce and update the budget document and all reports, including supplemental reports and schedules, in a web-based format, which provides the ability to have pop-up screens and sidebars and to be downloaded by external users.</p> <p>Provide annotation of changes and revisions for budget document narratives, based on user-defined criteria (e.g., system-generated changes; user changes).</p> <p>Ability to track and manage changes or revisions to the budget document narratives.</p>	      

Budget Requirements

Req #	Budget	LSI
12	Ability to compare appropriations to actual expenditures, based on user-defined criteria (e.g., to any level provided by budget detail)	✓
66	Ability to generate statements/reports/documents comparing projected versus actual expenditures, reimbursements, loans, bonds, transfers, or revenues/receipts by any level within the organizational structure, by appropriation structure, by program structure, by user-defined time period (e.g., current or prior fiscal year history; calendar year; multiple years; accounting FY, budget FY)	✓
129	Provide budgeting capabilities, identifying and maintaining information related to position	✓
17	The system shall provide the ability for real-time comparison of budget to actual performance	✓
50	Ability to produce and update the budget document and all reports, including supplemental reports and schedules, in a web-based format, which provides the ability to have pop-up screens and sidebars and to be downloaded by external users	✓
1	Appropriations - Ability to track appropriations based on user-defined criteria	✓
	Budget, appropriation uploads, balance sheet account balance carryforwards, appropriation and encumbrance carryovers, etc. - please demonstrate this process in your system	✓

Implementation

Reporting

Enterprise Analytics & Reporting
Data Warehousing & Stakeholder Requests

Implementation

Implementation Approach
Testing, including Regression
Training/Conversion/Maintenance
Integration/Interface/User Experience
Schedule & Resource Team
Partnership Roles
On-island vs. Remote Support

Budget

Workflow of Interest
Budget Development/Appropriations/Allocations
Personnel Budgets
Reporting

Opening & Proposed Solution

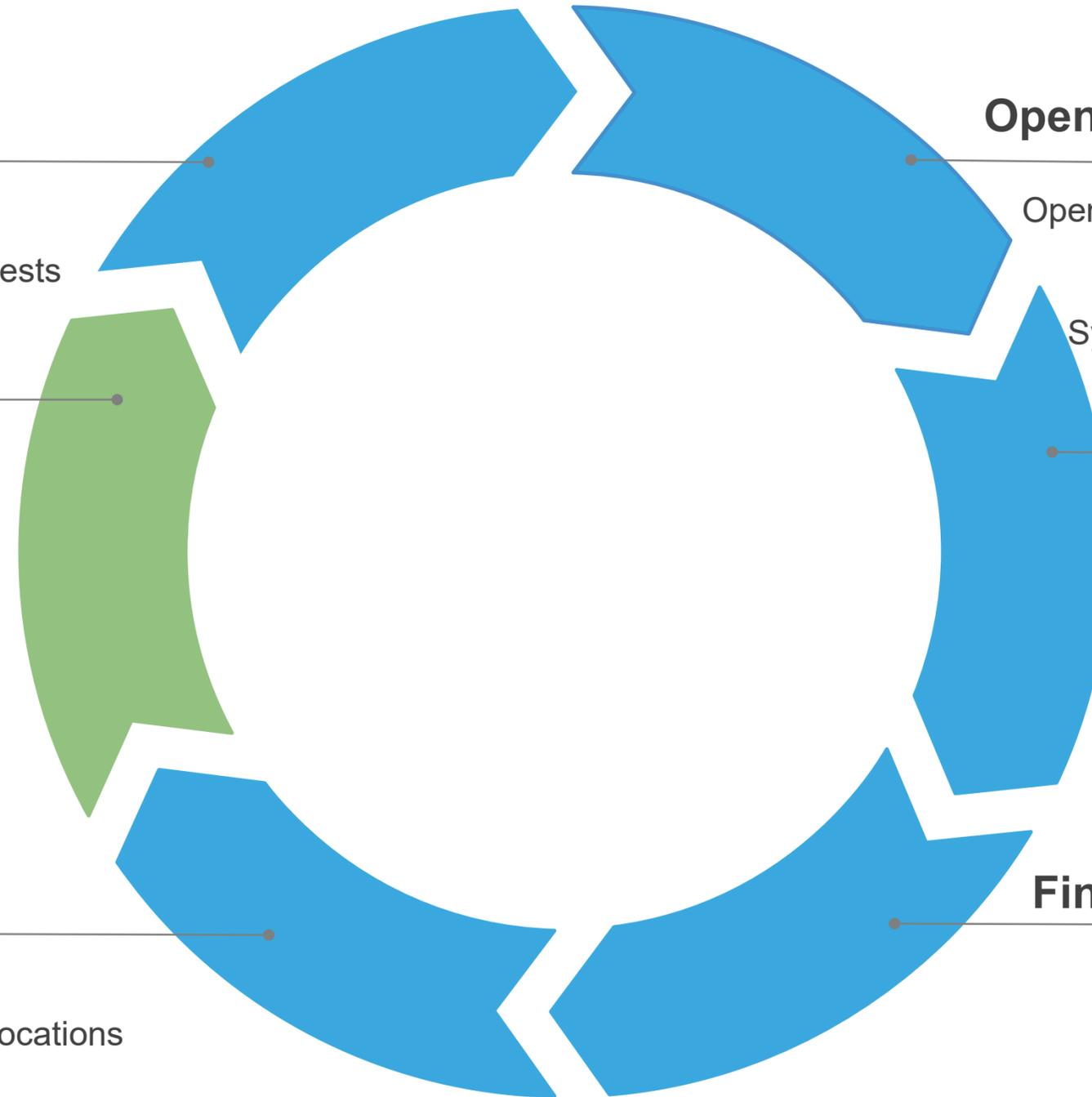
Opening Remarks & Team Introductions
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Finance & Accounting

General Ledger
Chart of Accounts
Funds Management
Grants /Projects
Asset Inventory
Reporting & Data Warehousing

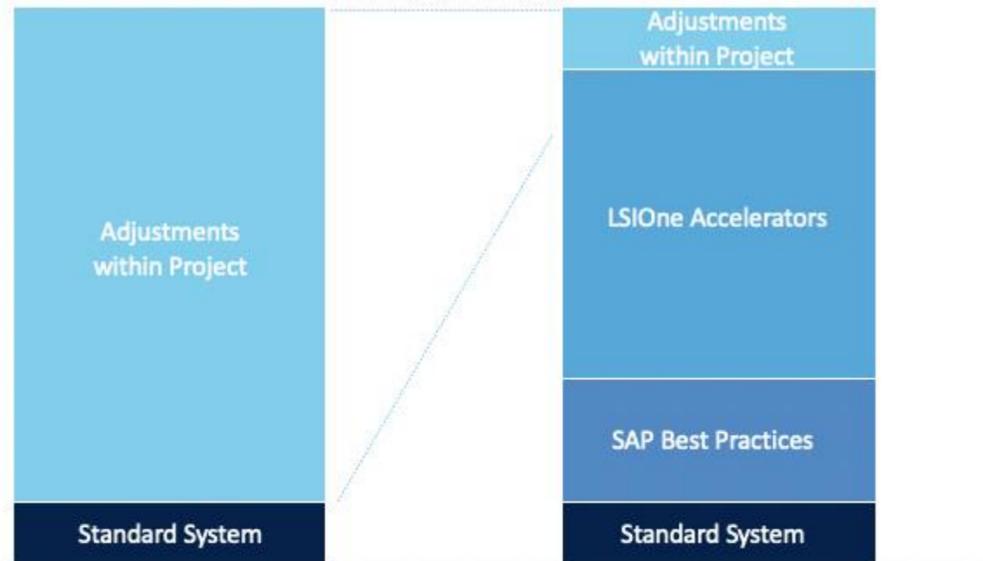
Finance & Accounting Cont.

Workflows of Interest
Encumbrances
Cash Management
Travel



LSI Differentiated Methodology and Accelerators

Proven Process for Superior Implementation Outcomes ...



Typical Implementation

LSI Implementation

- LSI's unique implementation approach leverages SAP Best Practices and our own proprietary LSIOne implementation accelerators to improve implementation outcomes, reduce implementation times, and deliver projects in the most cost-effective manner with limited custom project adjustments / modifications
- This methodology is built upon LSI's 22-year history of collaborating directly with SAP and our customers to implement solutions for the Public Sector
- The approach extends across all aspects of the solution lifecycle, from strategy and planning, to design, implementation, training, and post-implementation support

... Leveraging Proprietary Solution Methods

lsi
one



GovOne



CampusOne



Base Configuration to Meet Public Sector Needs

Foundation for preconfigured, ready-to-use business scenarios based on SAP and industry experiences



Prepackaged Public Sector Content

Reusable documentation and public sector configuration which can be adapted to specific needs



Creates or Extends Business Solutions

Used as basis to create new SAP Public Sector business solutions and working prototypes



Working Prototype

Baseline implementation aids to help improve quality compared to traditional approaches



Improves Quality and Performance

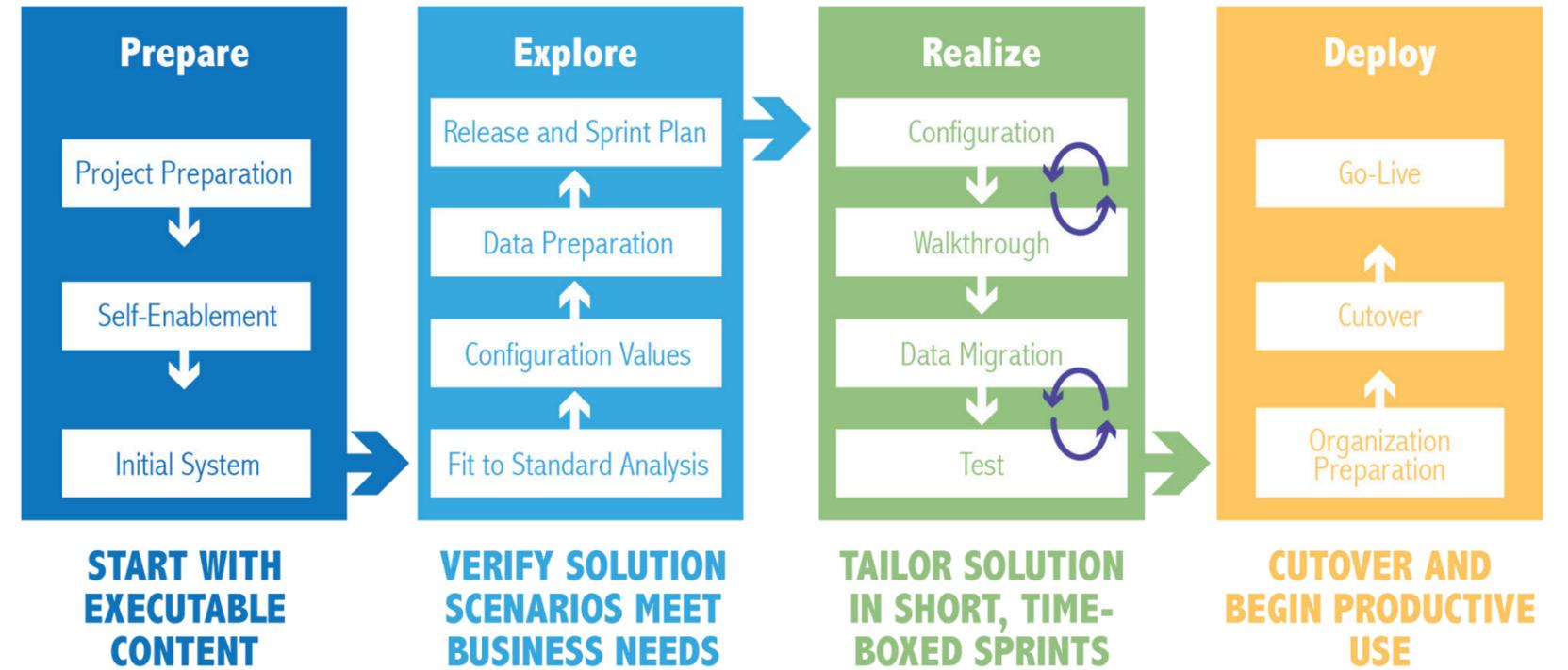
Encourages use of pretested SAP Best Practices to improve product quality and operational performance

Project Management: SAP Activate Methodology



Implementation Approach

The SAP Activate methodology is structured into four implementation phases



Project Verification

All stakeholders agree to the scope to be delivered during the implementation of the SAP solution. When necessary, a change order is executed.

Solution Acceptance

All stakeholders agree that business scenarios demonstrated in the solution meet the requirements to be delivered by the project and that all configuration questions have been addressed.

Readiness Acceptance

All stakeholders agree that the systems, data, and people are ready to execute the cutover from the legacy system(s) to the new system(s).

Go-Live

All stakeholders agree that the cutover is complete and the organization is prepared to use and support the new solution.

There are four Quality Gates, also called Q-Gates, executed during the implementation. Quality Gates are performed to confirm that all stakeholders of the implementation project agree that specific deliverables meet the requirements and consequently that the project can continue.

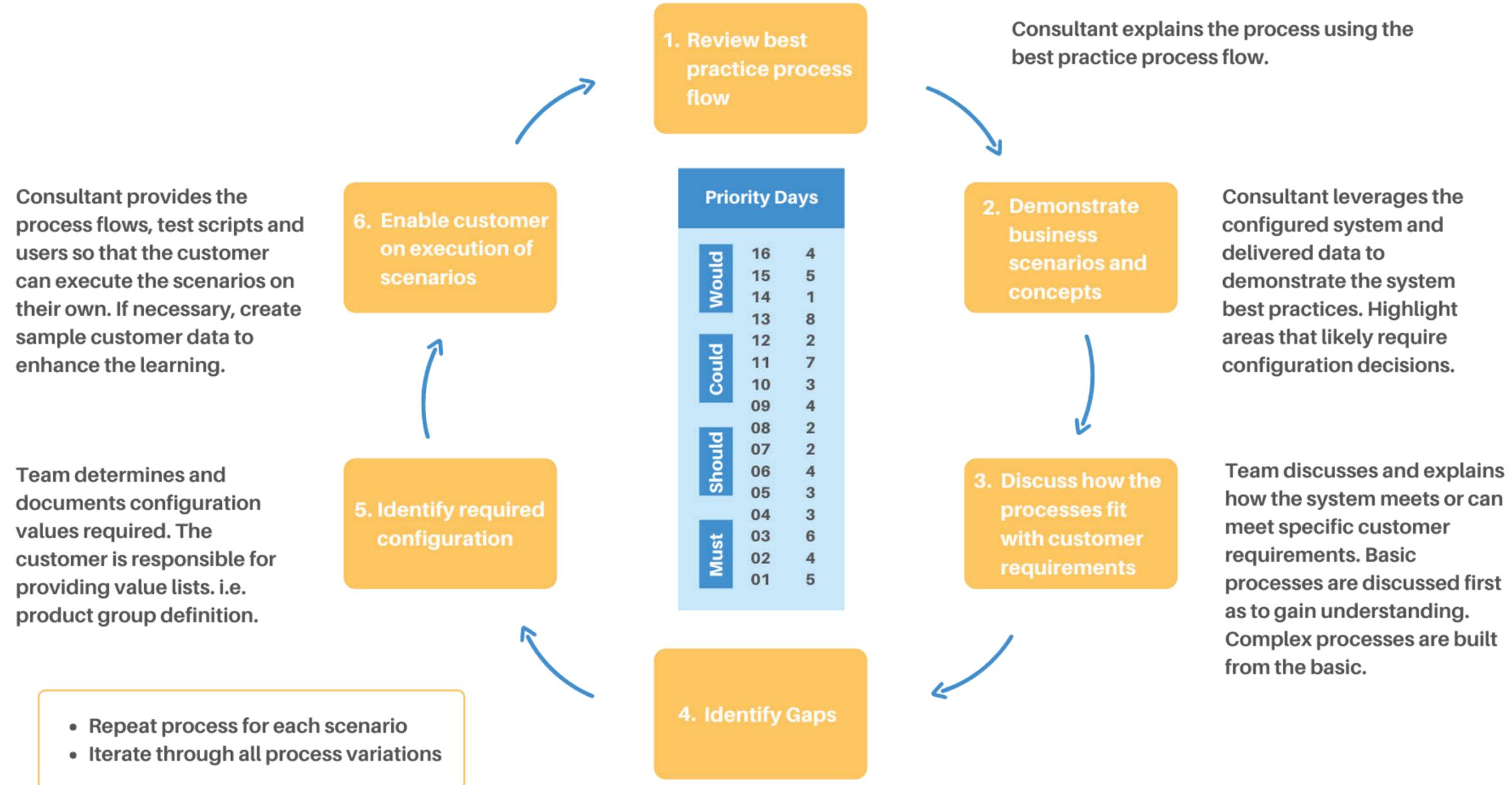
Implementation Approach - Traceability Matrix Change Control

Scope Tracking / Traceability Matrix – Client Example from Penn State

Requirement						Design				Testin g	Trainin g			
Requirement Number (RFP)	ID Number (Assigned Internally)	Requirement Description	Requirement Met (Y/N)	SAP Module	Phase	Business Process Procedure	Gap Type (if any)	Gap Description	System / Manual (S / M)	Unit Test Case	End-User Training	SAP Comments	WRICEF ID Number (if Applicable)	Comments
1.00	AR0001	Ability to maintain a master customer file.	Y	SAP ERP Financials 6.0	Phase1	AR-10-Create/Maintain Customer Master	None	N/A	N/A	AR-10-Create/Maintain Customer Master	AR Overview	None	N/A	N/A

To ensure requirements are understood, validated, being met and tested.

Implementation Approach - Business Process Alignment Workshop with Subject Matter Expert

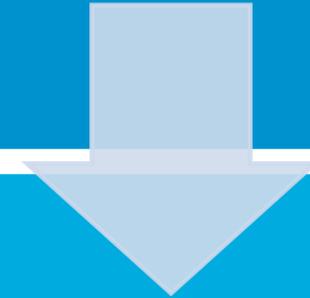


Implementation Approach - Functional Testing



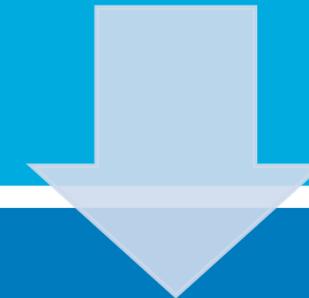
Unit Testing (One Cycle)

- To check completeness and accuracy of configuration and extensions
- One app at a time E.g., Create Requisition
- Based on list of apps in scope
- Performed by Consultants



Integration Testing (Three Cycles)

- To check if multiple apps and data work together to complete a process.
- Transaction chains and scenarios
- E.g., Requisition to payment various scenarios
- Formal test scripts and results tracking
- Performed by State team with support from consultants
- Subsequent cycles add extensions and integrations
- Security roles and workflows added in later cycles
- Mock data conversions included



User Acceptance Testing (One Cycle)

- To check if system is ready to go live
- Transaction chains and business scenarios
- E.g., same as Integration Testing
- Formal test scripts and results tracking
- Performed by State team



Implementation Approach: Testing

Performance Testing

- To check if system is sized for number of users expected
- Requires multiple simultaneous logon and data retrieval
- Can be performed using tools
- Cloud provides flexibility to add resources
- Performed by consultants
- Conducted for production environment

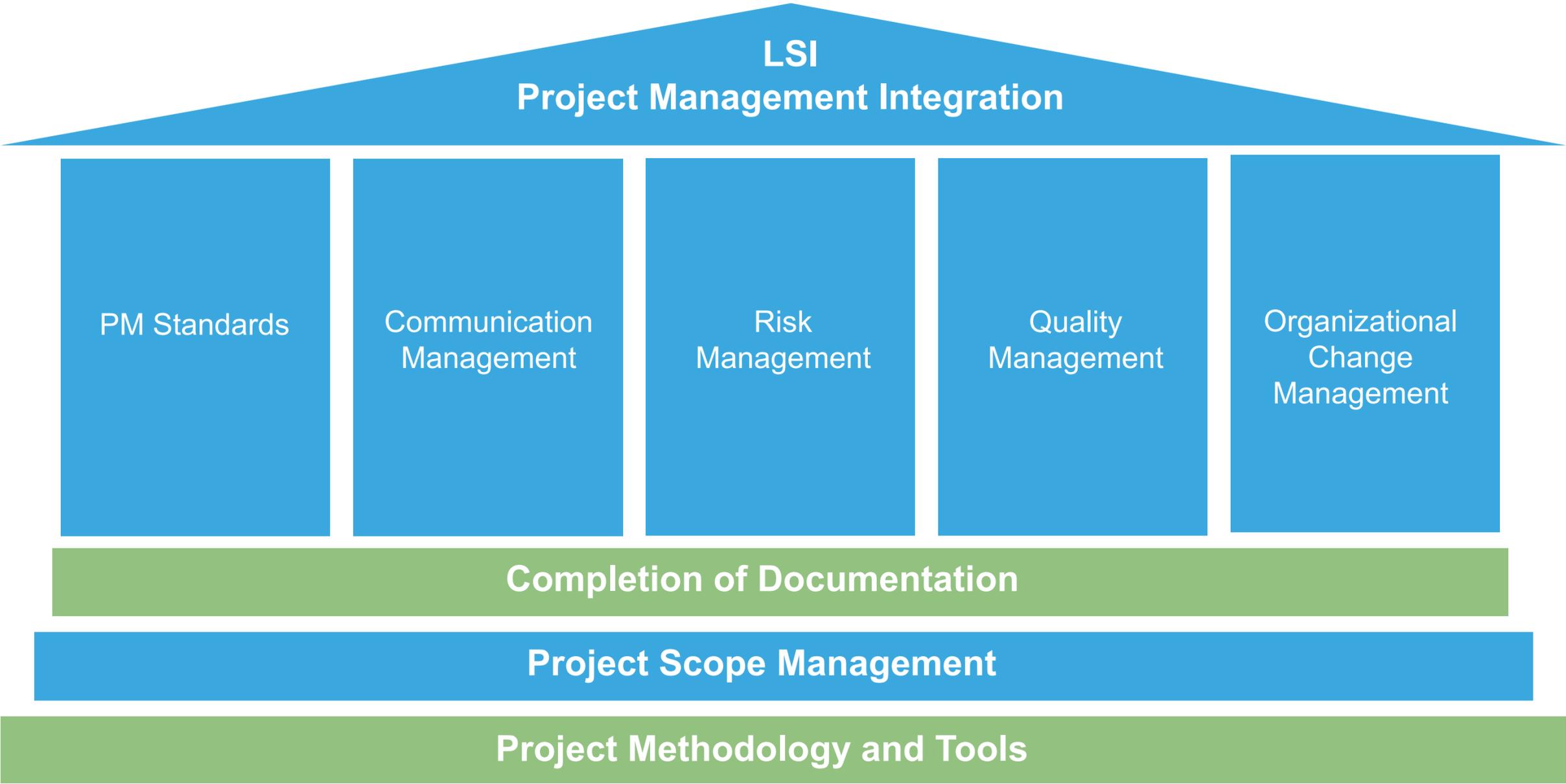
Throughput Testing

- To check if system is sized for processing multiple jobs
- Requires multiple simultaneous jobs
- No tools needed
- Cloud provides flexibility to add resources
- Performed by consultants
- Conducted for production environment

Regression Testing

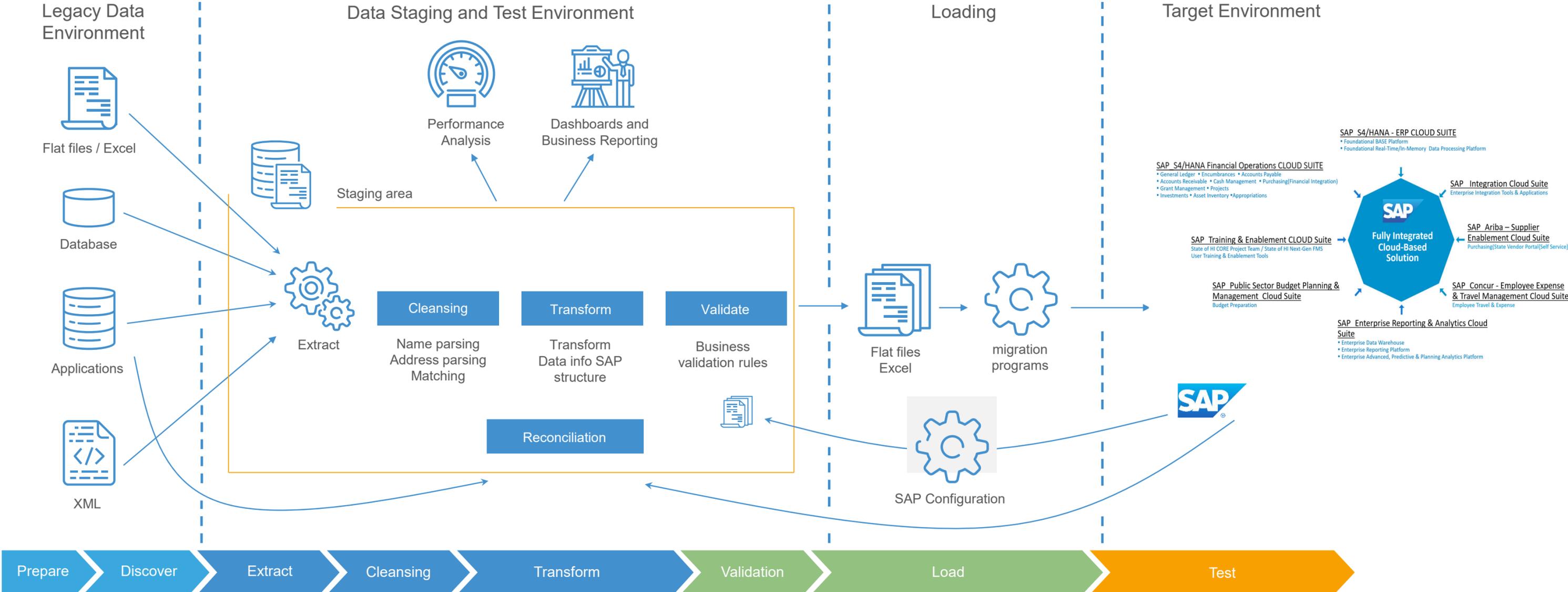
- To check if system functionality has not regressed
- A form of integration testing performed after patches and upgrades (typically annual)
- Performed by State team
- Uses formal scripts and result tracking
- Scope can be limited depending on the scope of upgrade

Implementation Approach - Project Governance



LSI Project Management Dimensions

Implementation Approach - Data Migration



Implementation Approach – Legacy Data Transfer Cockpit

The screenshot displays the SAP Legacy Data Transfer Cockpit interface for a migration object. At the top left is the SAP logo. The page title is "Migration Object: Purchase order (only open PO)". Below the title is a navigation bar with buttons for "Save", "Cancel", "Back", and "Refresh".

The main section is titled "Migration Object Details" and includes an "Edit" button. The details are as follows:

- Migration Project: ztest2
- Name: Purchase order (only open PO)
- Dependencies: This migration object has dependencies to other objects: Material
- Default View: On-premise - Enterprise Management scope
- Active View: On-premise - Enterprise Management scope
- Migration Status: In Process
- Documentation: [Show](#)
- No. of Data Transfer Jobs: 1

Below the details is the "Source Files" section, which contains a toolbar with buttons: "Open", "Delete", "Download", "Download Template", "Upload File", "Activate", "Deactivate", and "Start Transfer".

At the bottom is a table with the following columns: "Migration Status", "Name", "Description", "Size", and "Last Changed By". The table currently contains one row with the message "No files uploaded".

Migration Status	Name	Description	Size	Last Changed By
No files uploaded				

Implementation Approach - Data Migration Templates

1	2	3	4	5	6	7	8	11
1	Field List for Migration Object: Purchase order (only open PO)							
2	Version S4CORE 103 - 04.01.2021 © Copyright SAP SE. All rights reserved.							
3								
4	Sheet Name	Group Name	Field Description	Importance	Type	Length	Decimal	
5	Header Data (mandatory)							
6		Key	Legacy Purchasing Document Number	mandatory for sheet	Text	80		
7		General Data	Company Code	mandatory for sheet	Text	80		
8			Purchasing Document Type	mandatory for sheet	Text	80		
9			Vendor Account Number	mandatory for sheet	Text	80		
10			Purchasing Organization	mandatory for sheet	Text	80		
11			Purchasing Group		Text	80		
12		Delivery and Invoice	Terms of Payment Key		Text	80		
13			Cash (Prompt Payment) Discount		Number	3		
14			Cash (Prompt Payment) Discount		Number	3		
15			Cash (Prompt Payment) Discount		Number	3		
16			Cash Discount Percentage 1		Number	5	3	
17			Cash Discount Percentage 2		Number	5	3	
18			Currency Key(ISO format)	mandatory for sheet	Text	80		
19		Exchange Rate		Number	9	5		
20		Different Invoicing Party		Text	80			
21		Incoterms	Incoterms Version		Text	80		
22			Incoterms		Text	80		
23			Incoterms Location 1		Text	70		
24			Incoterms Location 2		Text	70		
25								
26	Header Address							
27		Key	Legacy Purchasing Document Number	mandatory for sheet	Text	80		
28		Address and Communication	City		Text	40		
29			City postal code		Text	10		
30			Street		Text	40		
31			House Number		Text	10		
32			Country Key		Text	80		
33			Region (State, Province, County)		Text	80		
<div style="display: flex; justify-content: space-between; align-items: center;"> Introduction Field List Header Data Header Address Header Texts Item Data Item Address Account Assig ... + </div>								

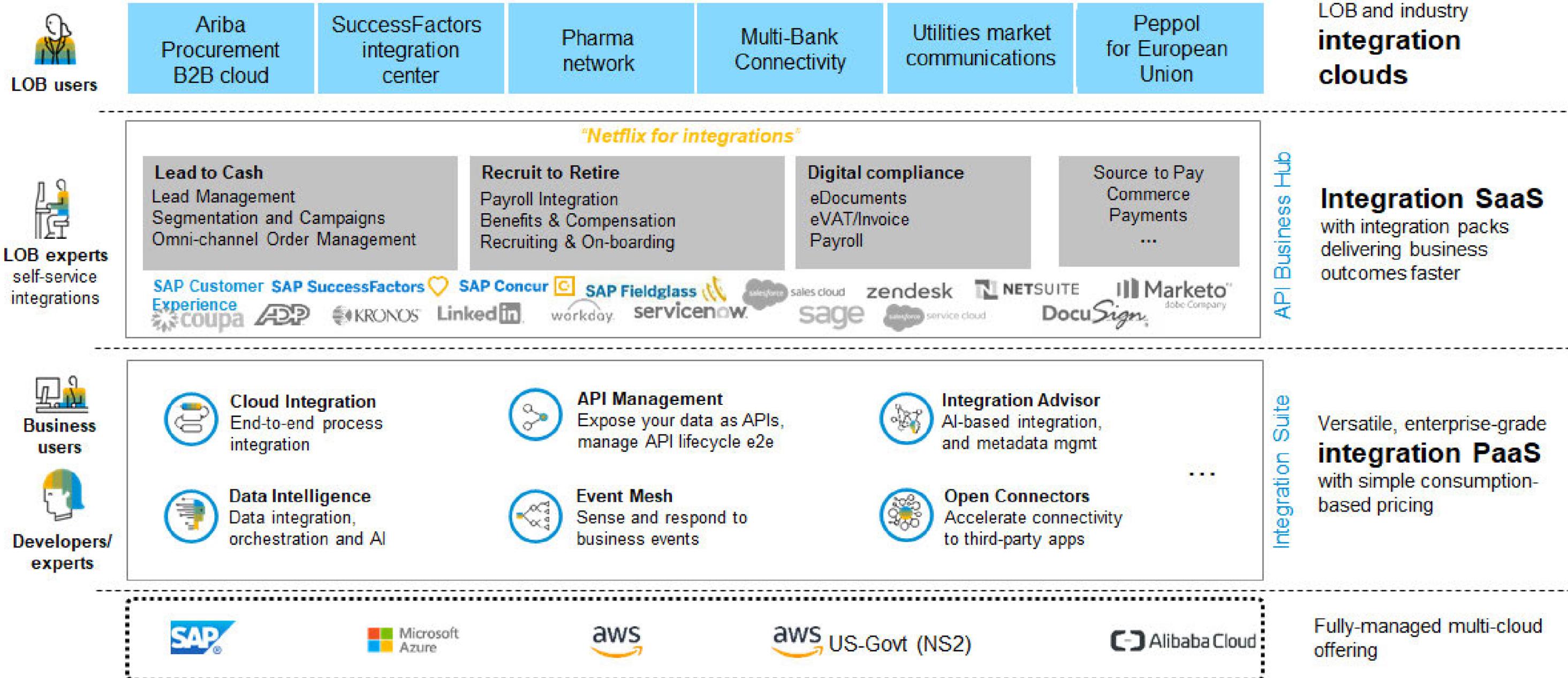
Implementation Approach - Data Migration Templates

Key Activities	Activity Details	LSI	State
Scope Determination	Identify scope of data to be converted	C	A
Design	Provide templates with the data attributes, formats, conventions, and data attribute explanations	A	C
	Map Legacy Data to SAP Fields	A	C
	Develop Specifications for Automatic Conversions	A	C
	Approve Specifications for Automatic Conversions	C	A
Development	Identify/Develop Scripts and programs to load data	A	C
	Unit Test scripts and programs to load data	A	C
Data Preparation (multiple iterations)	Extract data from legacy systems or documents	C	A
	Clean-up, prepare, and format the data for conversion	C	A
	Perform integrity checks to ensure data matching across all files	C	A
Data Conversion (multiple iterations)	Load data to SAP	A	C
	Resolve Data Conversion failures attributed to legacy data.	C	A
	Resolve Data Conversion failures attributed to SAP Errors	A	C
Refine Conversions	Correct Load Programs to Address Issues	A	C
	Correct Data to Address Issues	C	A

Implementation Approach – Integration Cloud Suite

SAP Integration Cloud Suite – Strategy & Capabilities

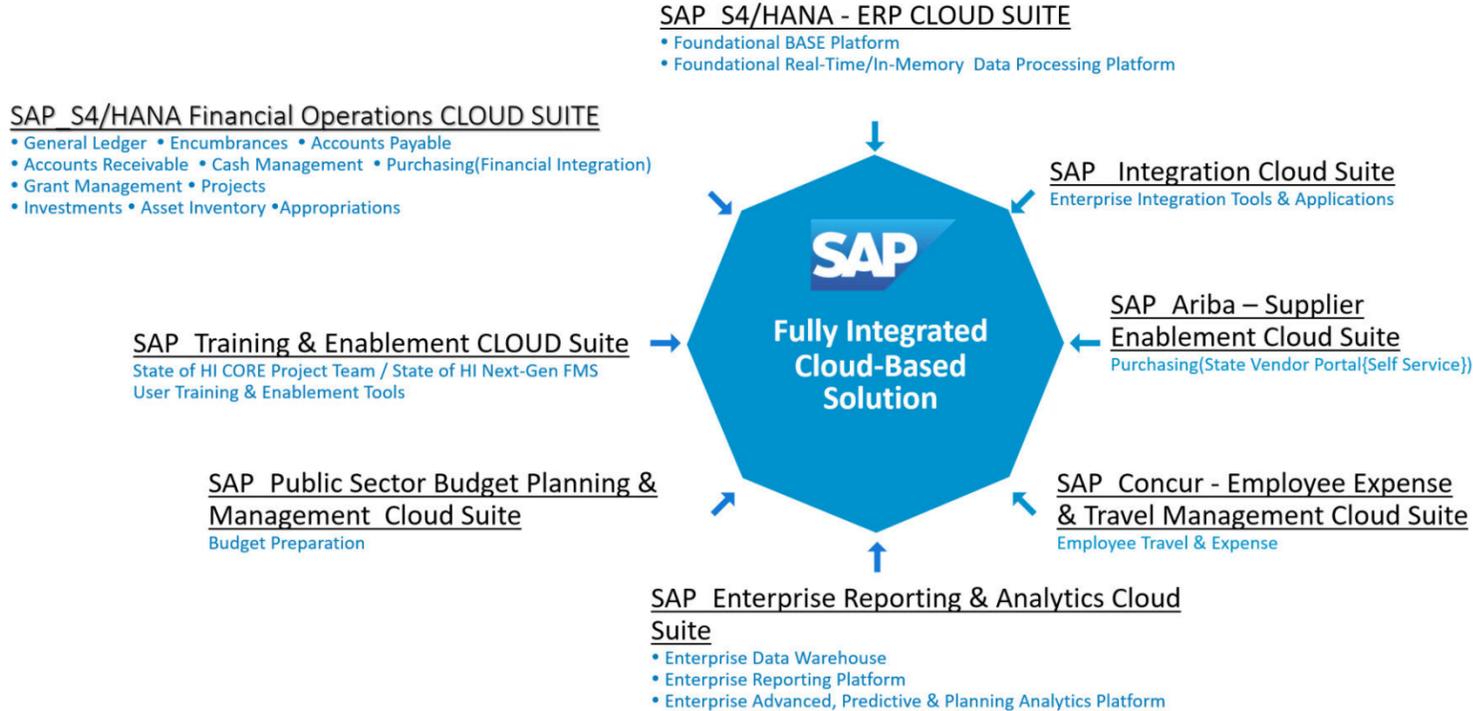
Integration PaaS | Integration SaaS | Integration clouds



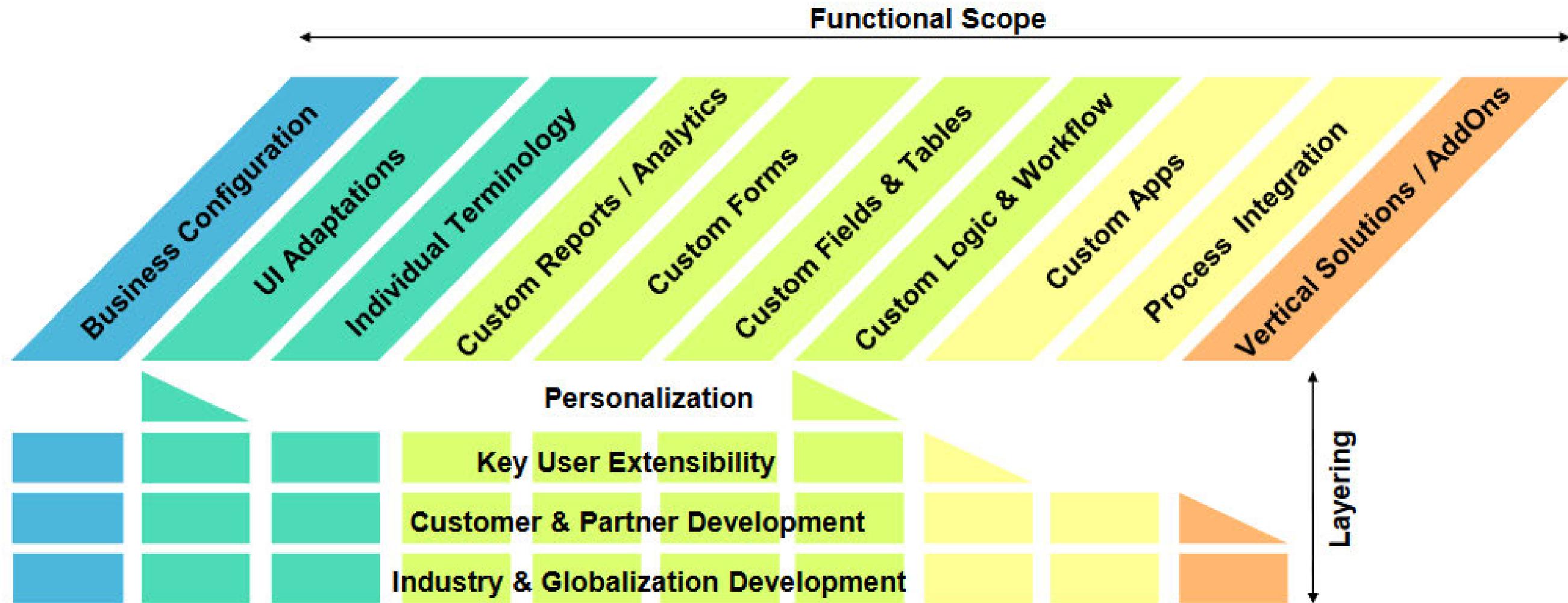
Adobe Sign Electronic & Azure SSO Integration



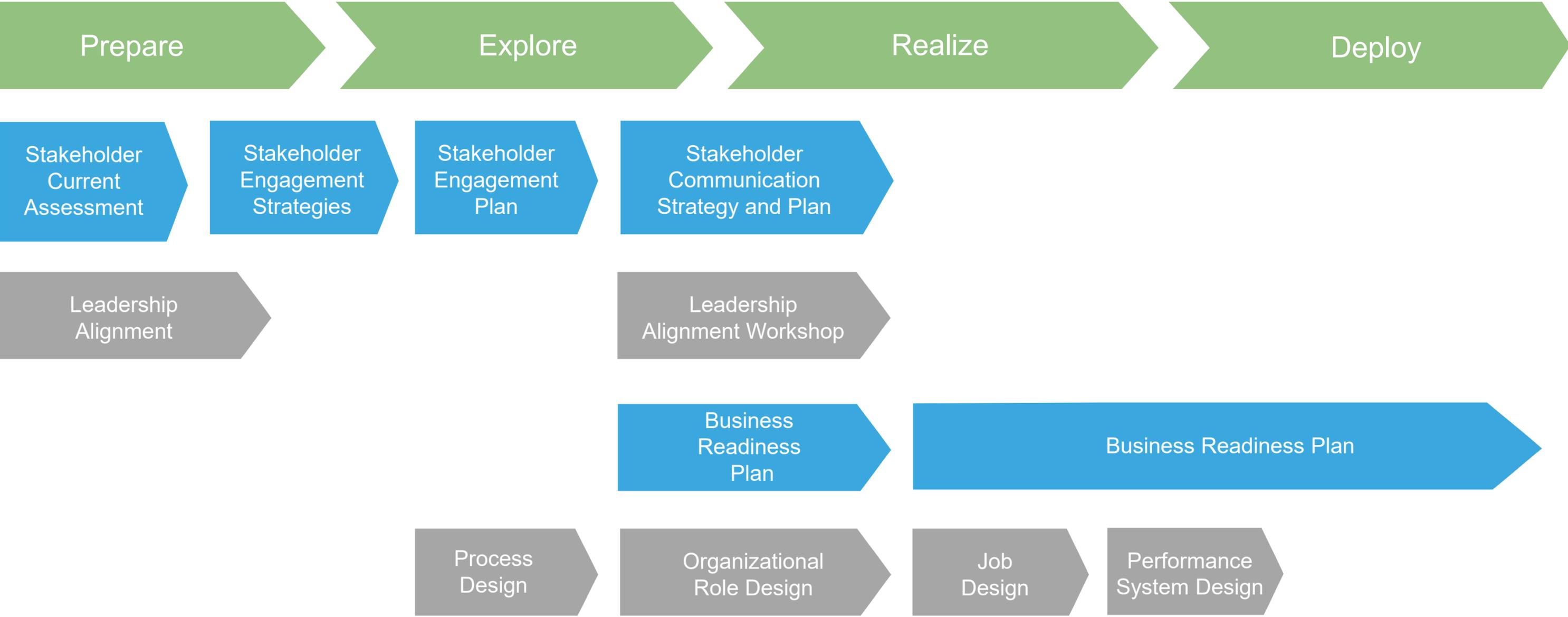
Adobe Sign



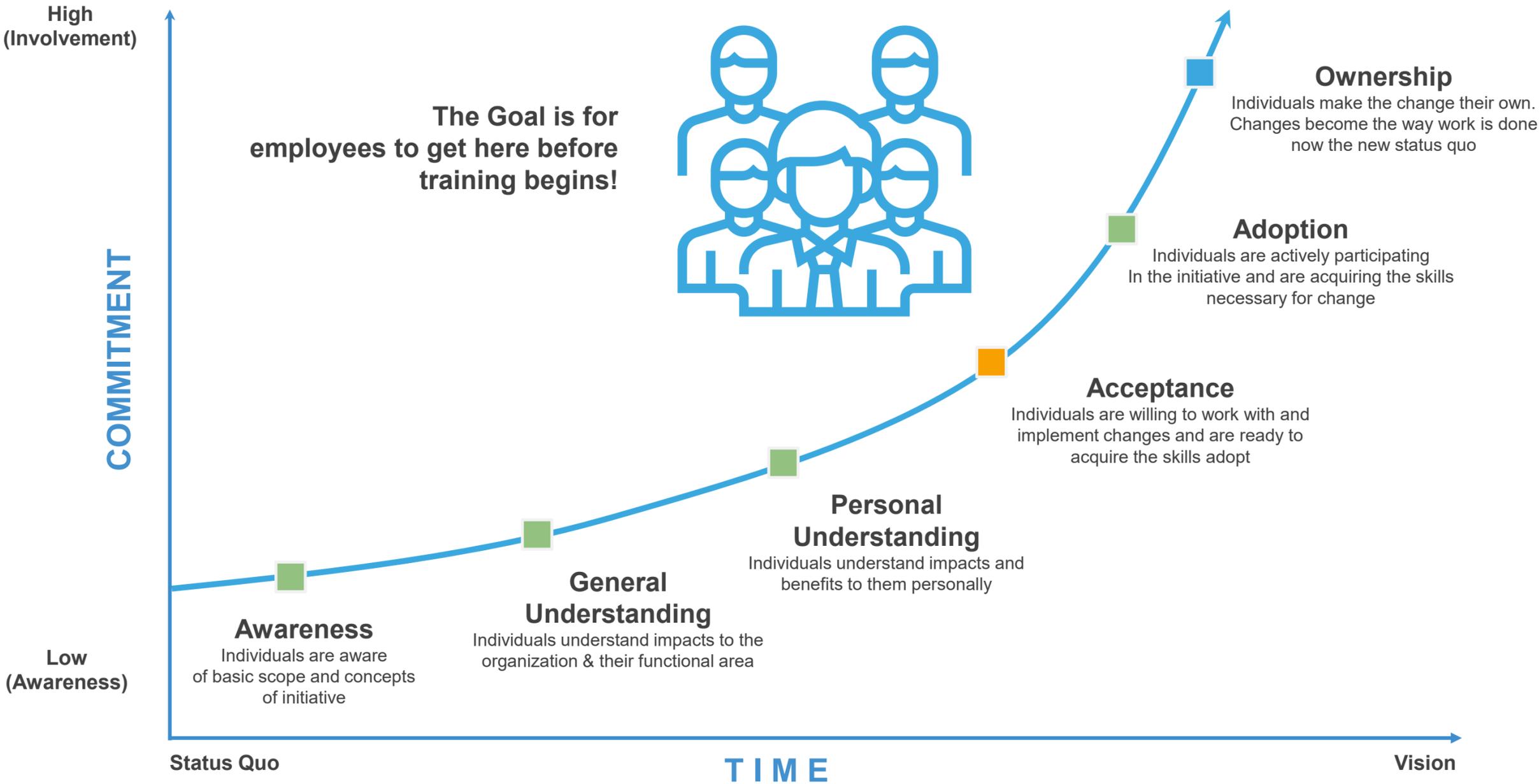
Implementation Approach - SAP Extension



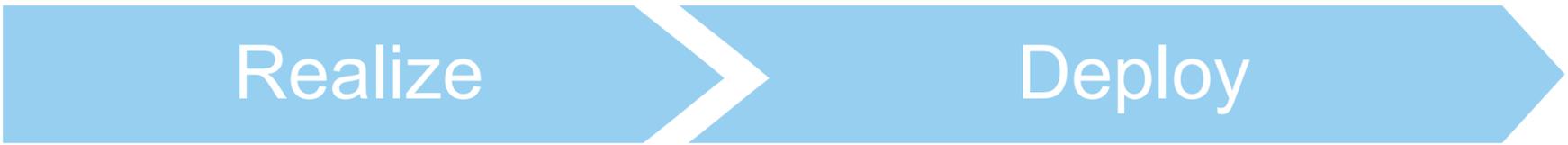
Implementation Approach - Organization Change Management



Implementation Approach - Communication Execution Goals



Training - LSI Perform Methodology



PLAN & ANALYZE

Align the client and vendor teams and produce a draft project plan. Examine the needs of the users; collect and synthesize findings, and compile in a summary presentation.

DESIGN

Organize the information into detailed course designs for client approval; design the preliminary document standard and project templates.

PROTOTYPE

Create a visual, physical example of content and illustrate the appropriate level of detail that will be found in the final output.

DEVELOP

Create drafts of the deliverables; perform peer and editor reviews for technical accuracy and editorial standards. Incorporate revisions from client SME reviewers.

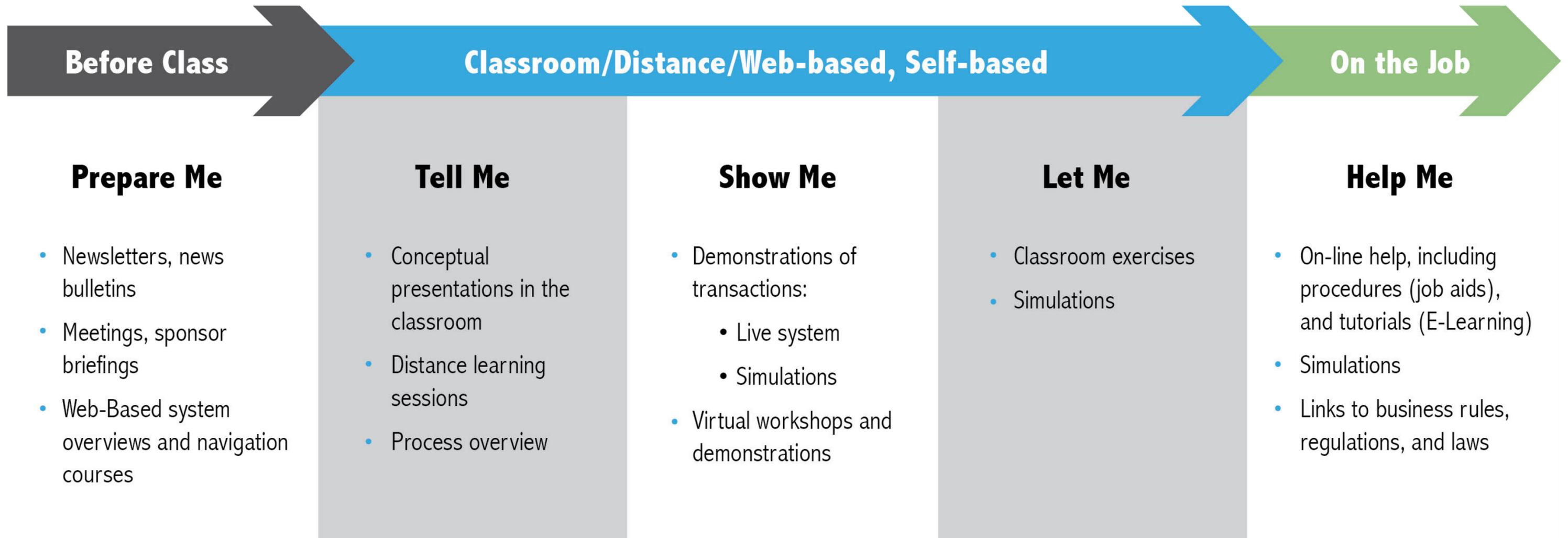
TRAIN-THE-TRAINER PILOT

Validate the effectiveness of key elements of the end user solution prior to implementation. Update content based on pilot results. Conduct Train-the-Trainer activities prior to training delivery. Support training delivery as required.

FINALIZE/TURNOVER

Deliver the final learning and performance support content to client and obtain approval.

Training Methods



SAP Enable Now - Training Platform

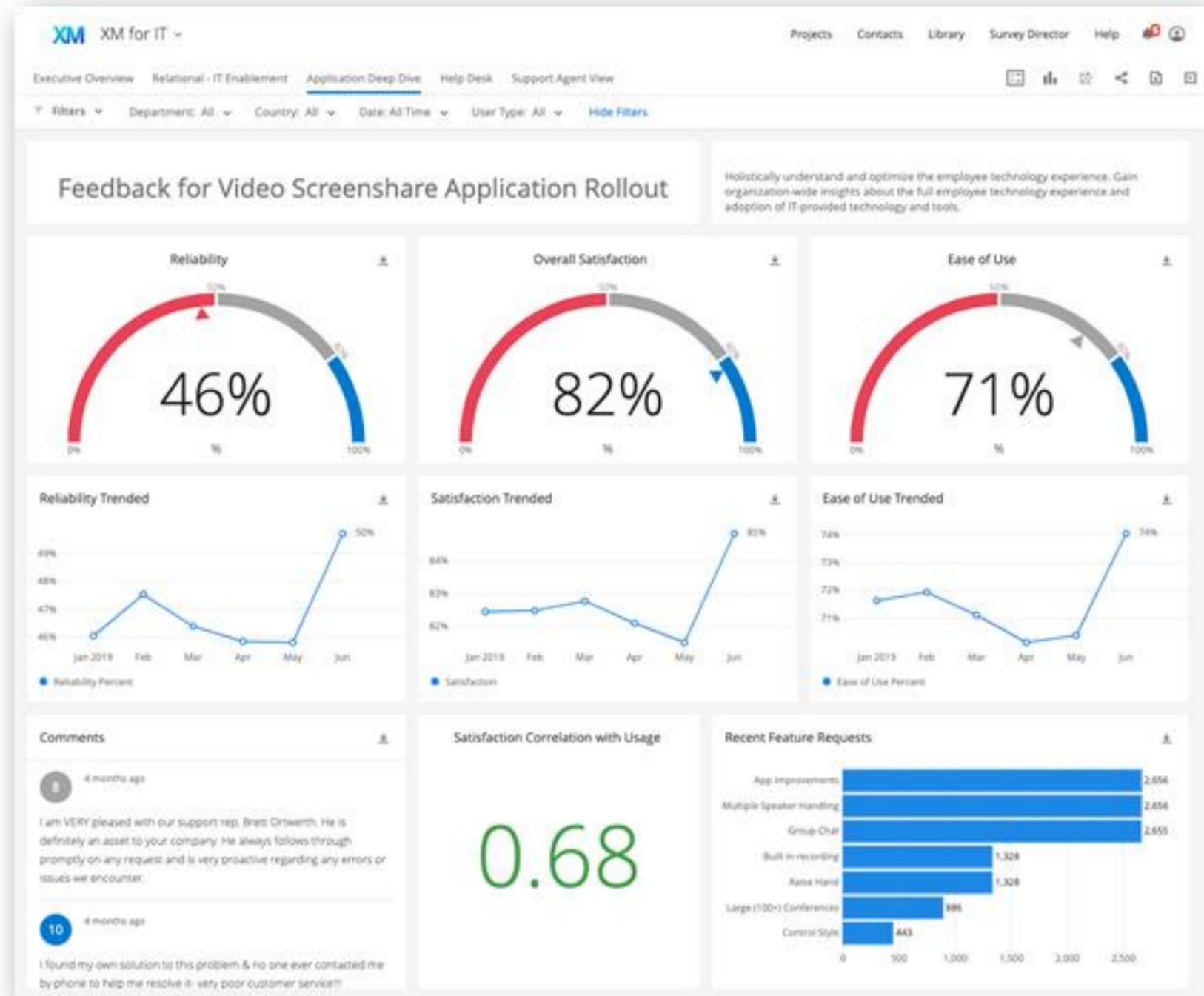
The screenshot displays the SAP Fiori Launchpad interface. At the top, there is a navigation bar with the SAP logo, a 'Home' dropdown, and search, refresh, and help icons. Below this is a breadcrumb trail: 'Supplier Invoice Processing > Supplier Invoice Processing > Supplier Accounts > Accounts Payable - Periodic Activities > Payments > Document Entry > Current Settings > Check...'. The main workspace contains a grid of tiles for various business processes, such as 'Create Supplier Invoice', 'Clear GR/IR Clearing Account', 'Schedule Supplier Invoice Jobs', 'Purchase Contract Items by Account Assignment', 'Display/Cancel Account Maintenance', 'Supplier Invoice Items by Account Assignment', 'Create Supplier Invoice Advanced', 'Create Consignment and Pipeline Settlement', 'Print Supplier Invoices', and 'Import Supplier Invoices'. A 'Recommended Learning' pop-up window is centered on the screen, featuring a green header and two learning recommendations: 'Working with Apps' and 'Working with the Launchpad'. The pop-up also includes a 'Learning Center' button and a 'Close' button. At the bottom of the screen, there is a dark navigation bar with a 'Learning' icon highlighted in green, and a search bar with a 'Search' button and a 'Search Filter' dropdown. The search bar contains the text 'Search Input Field' and 'More Information'.

SAP Qualtrics Platform - Drive New Technology Adoption & Satisfaction

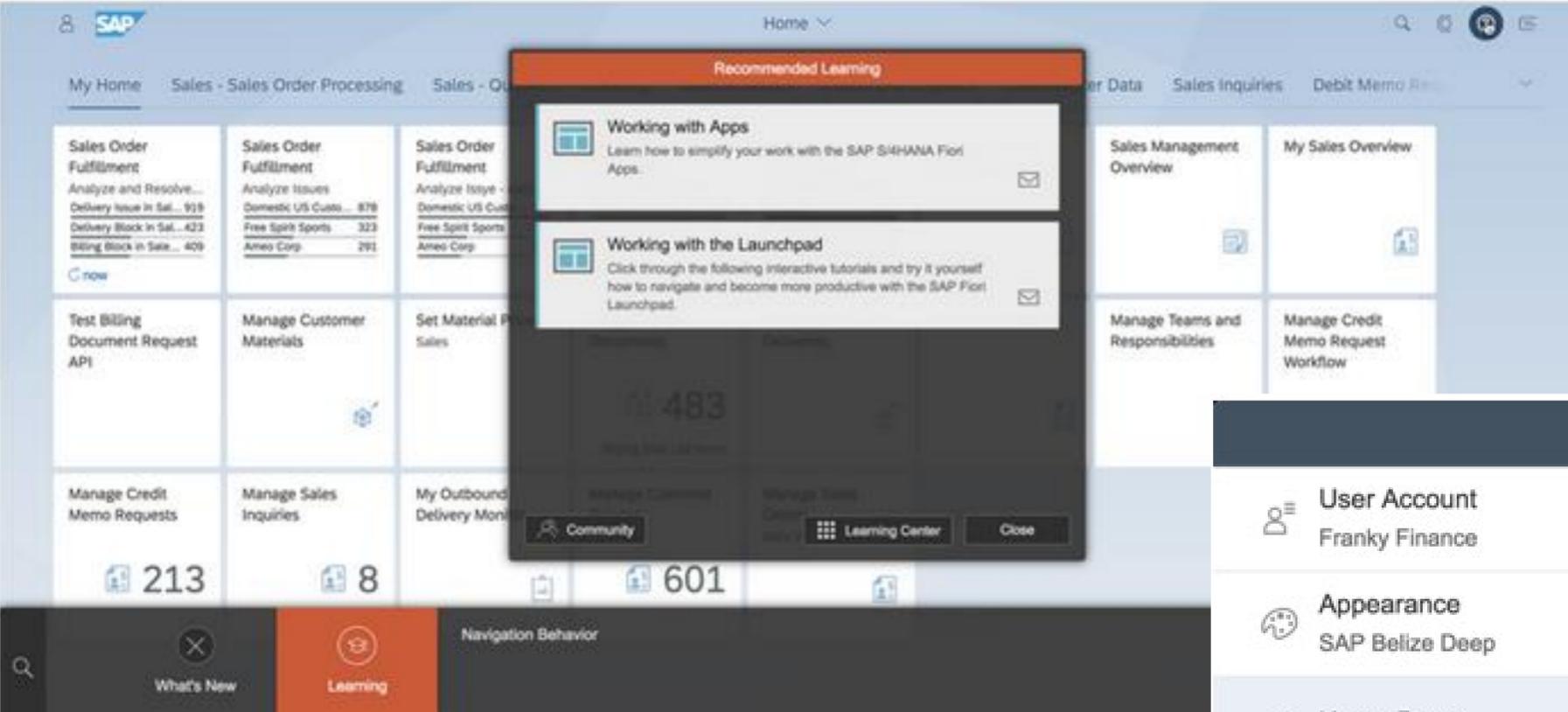


XM for IT

- + **Configurable employee survey capabilities** allow you to understand pre- and post-implementation sentiment change
- + **Real-time dashboards** give IT teams the data they need in order to focus on where additional employee training or support is needed
- + **Proactive alerts** facilitate quick follow-ups with employees to ensure risk is mitigated
- + **Role-based targeting** enables outreach to a subset of employees impacted by a specific rollout



User Experience



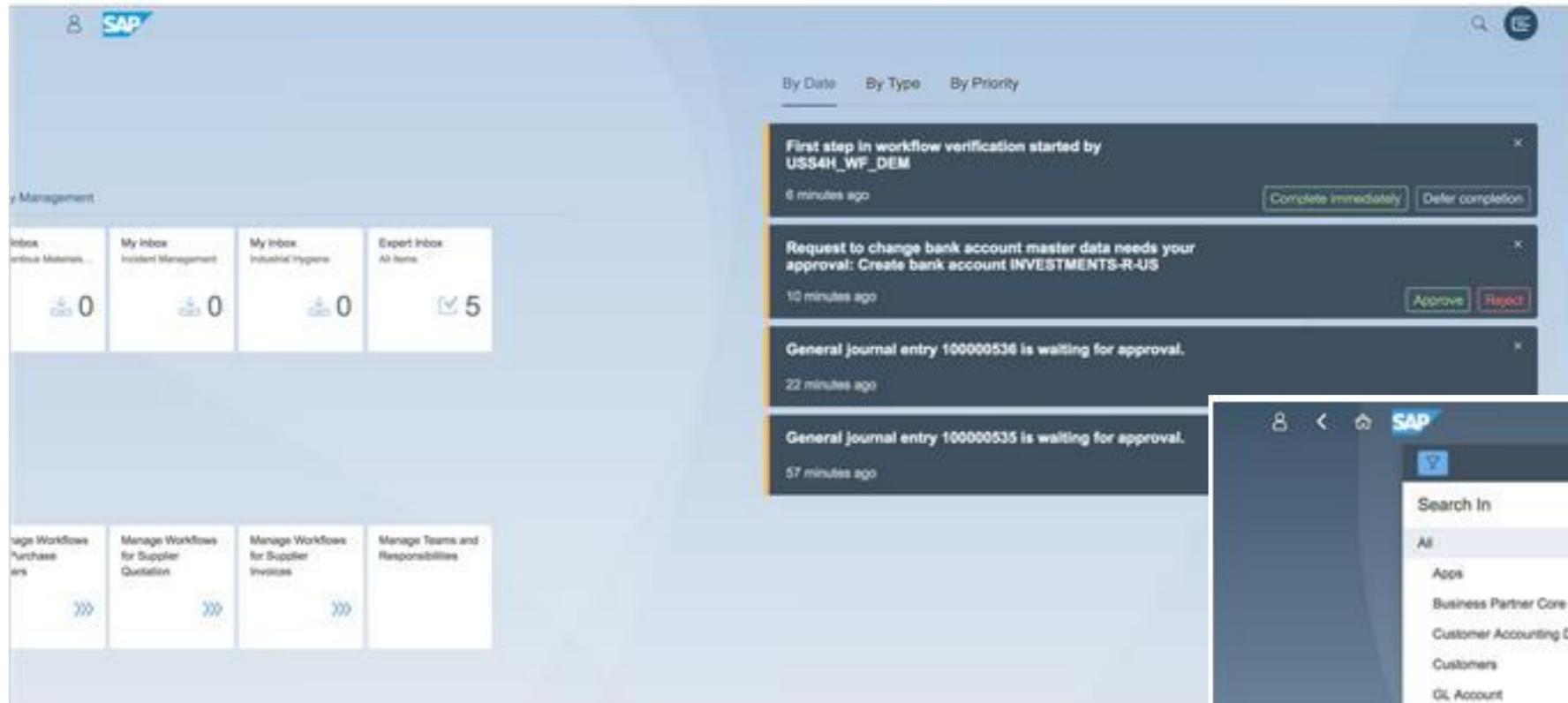
Embedded – Contextual Help

Personalization

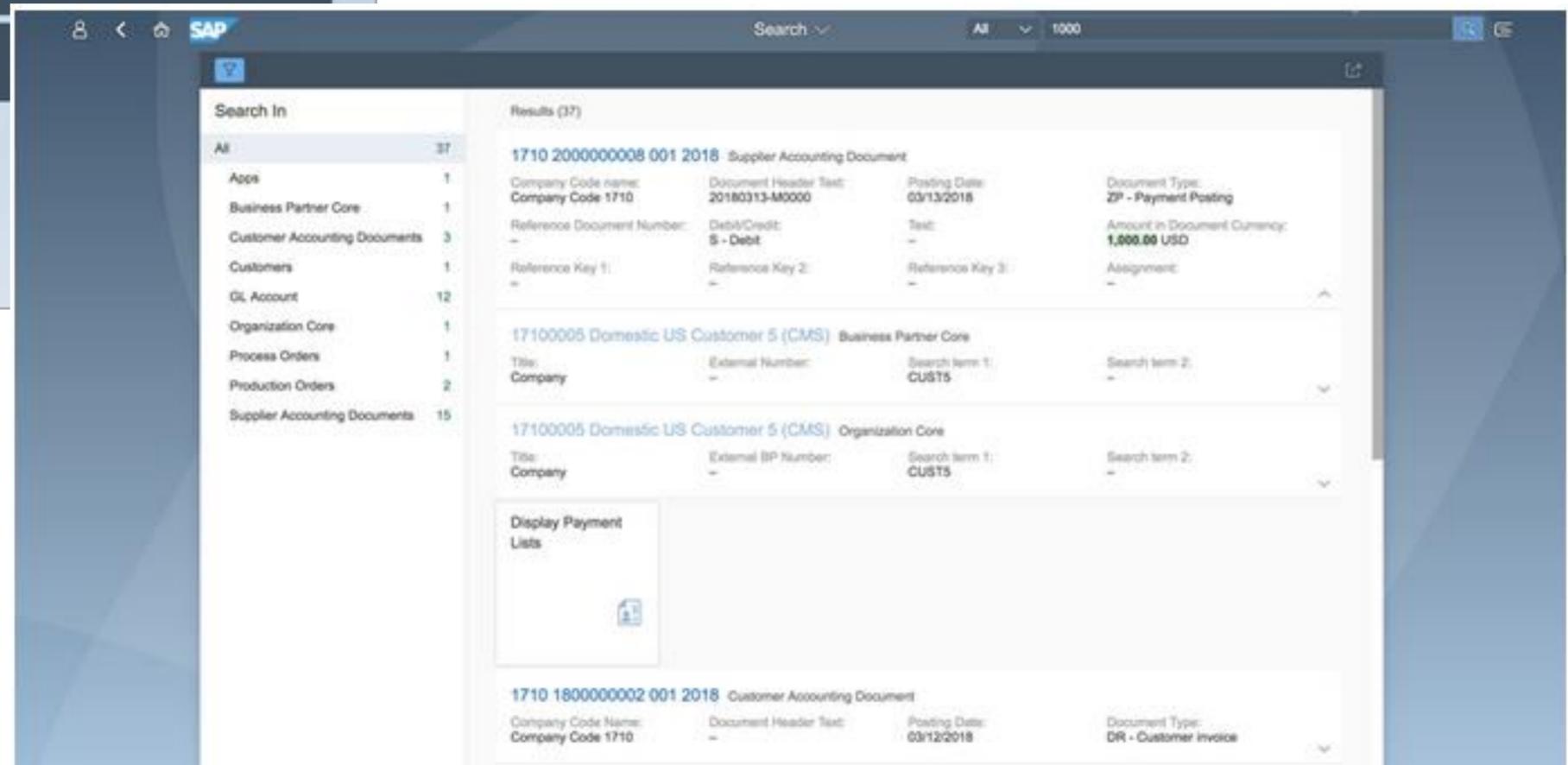
A screenshot of the SAP Fiori settings interface. On the left is a vertical settings menu with options: 'User Account' (Franky Finance), 'Appearance' (SAP Belize Deep), 'Home Page' (highlighted), 'Language & Region' (EN | Time Format: 24h), 'User Profiling', 'Notifications', and 'Default Values'. On the right is the 'Settings' panel for 'Home Page'. It includes a 'Home Page Display' section with two radio button options: 'Show all content' and 'Show one group at a time' (which is selected). Below the options is a descriptive text: 'The home page displays your tiles and links in groups. You can choose to show all your groups on a single page or show one group at a time. For large amounts of apps, the single-group display may be better.'

User Experience

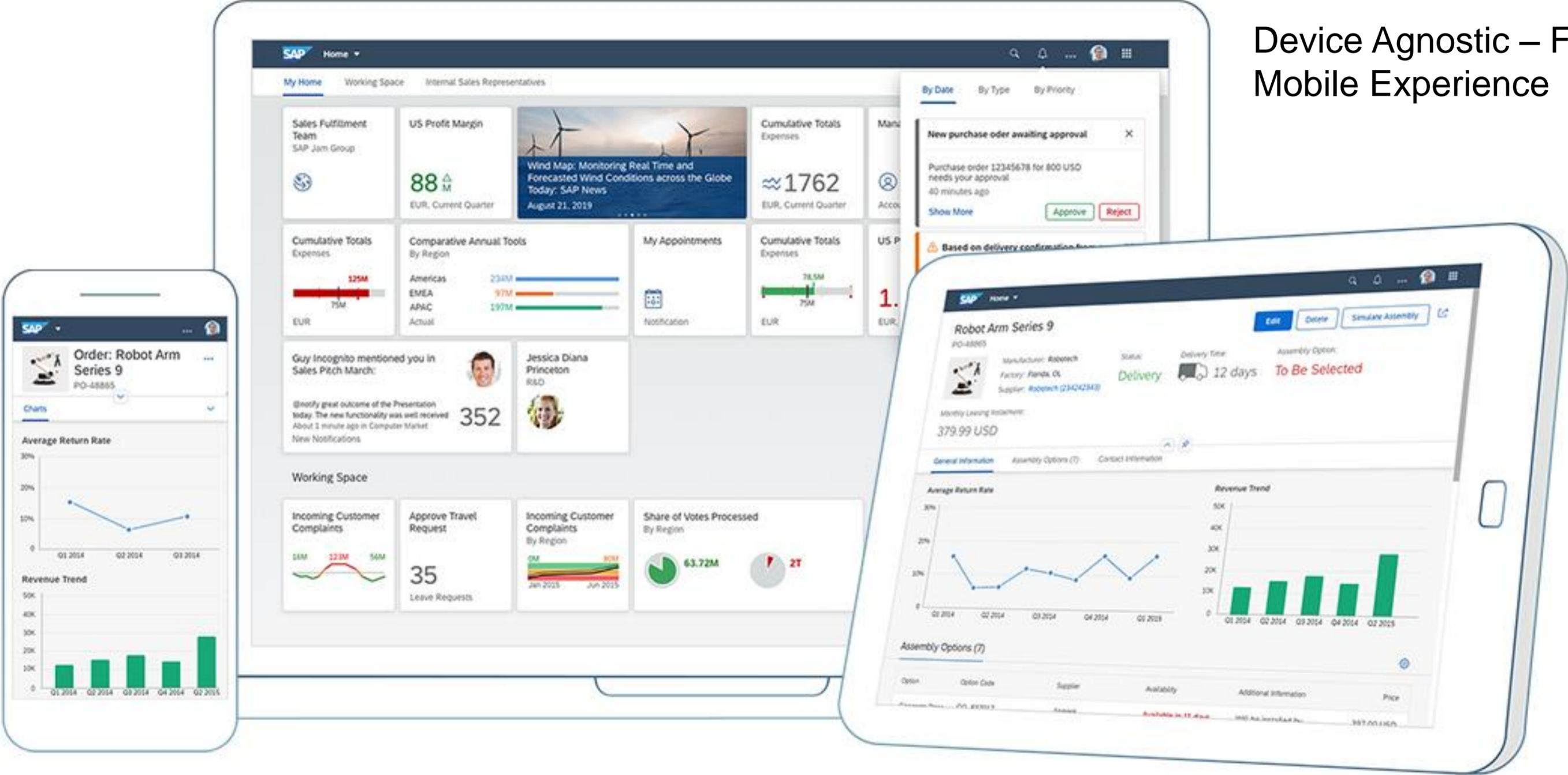
Real Time Notification Engine



Enterprise – Contextual Search



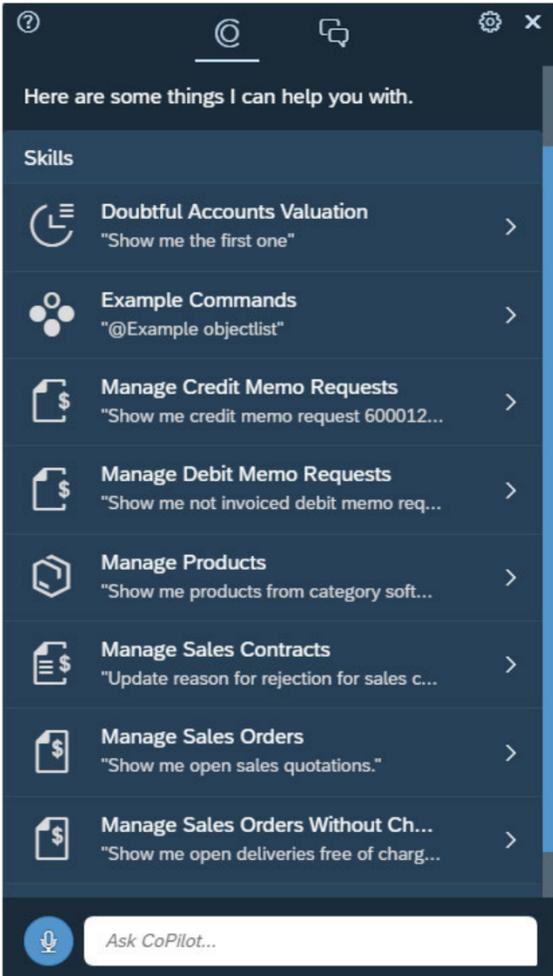
User Experience – Mobile Experience



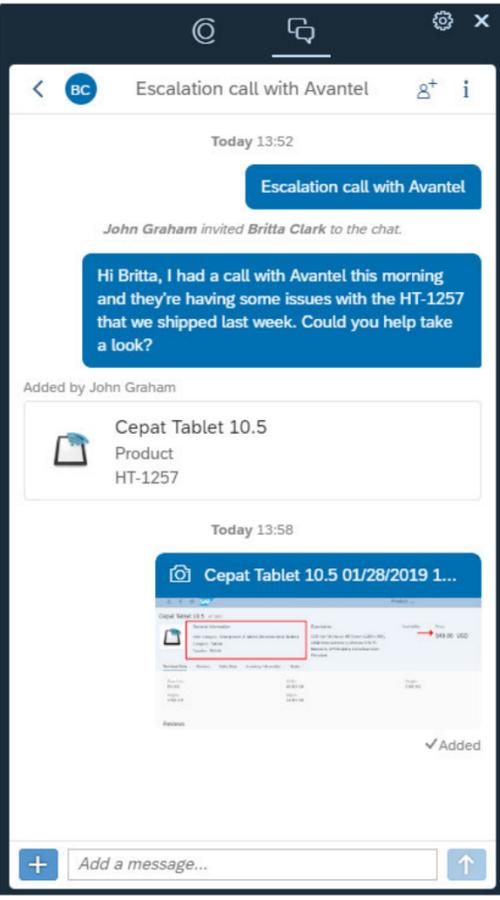
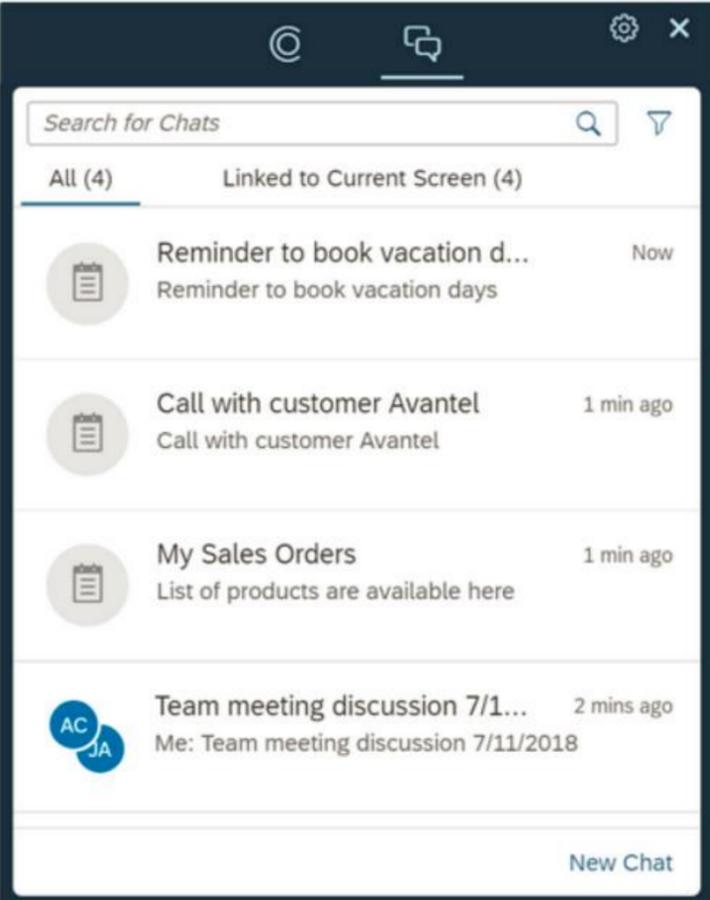
Device Agnostic – Full Mobile Experience

User Experience – SAP Co-Pilot ‘Your Digital Assistant’

Embedded – Help Feature



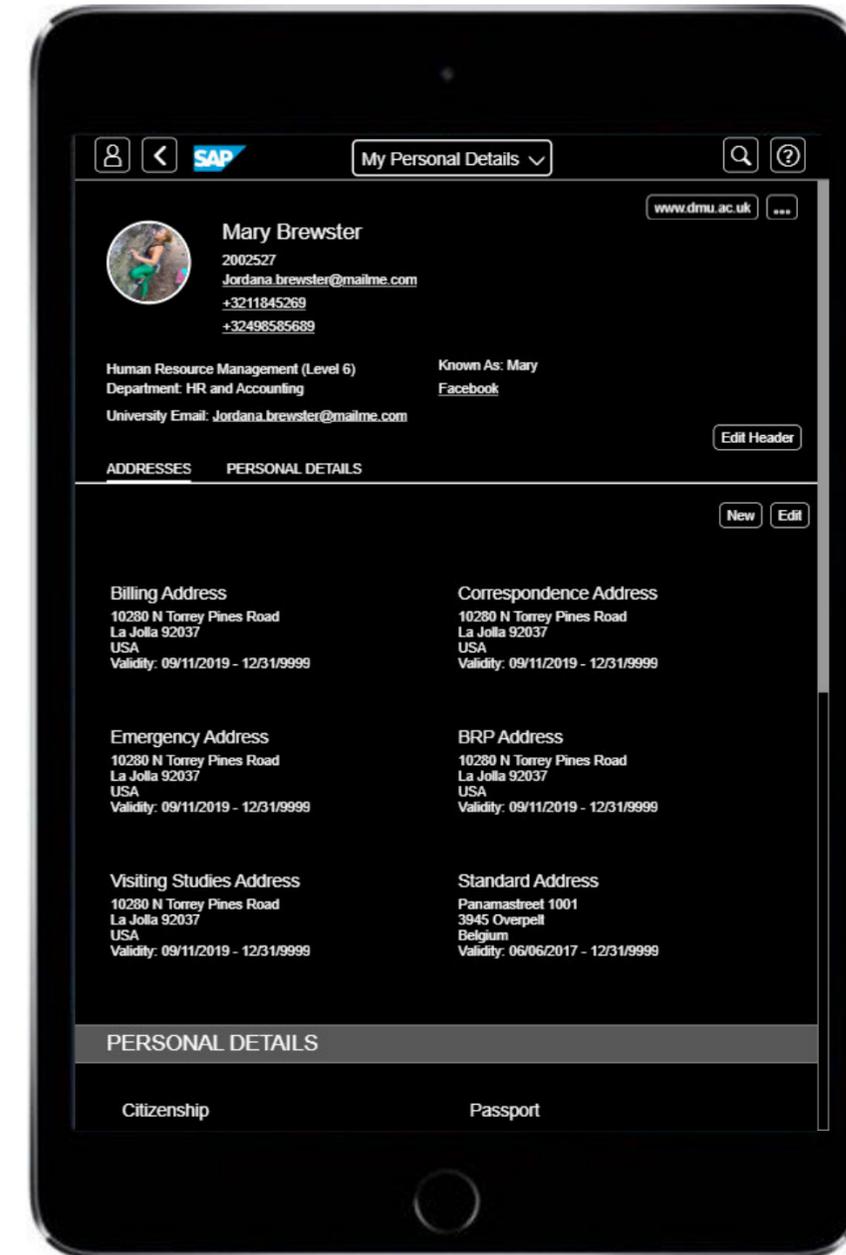
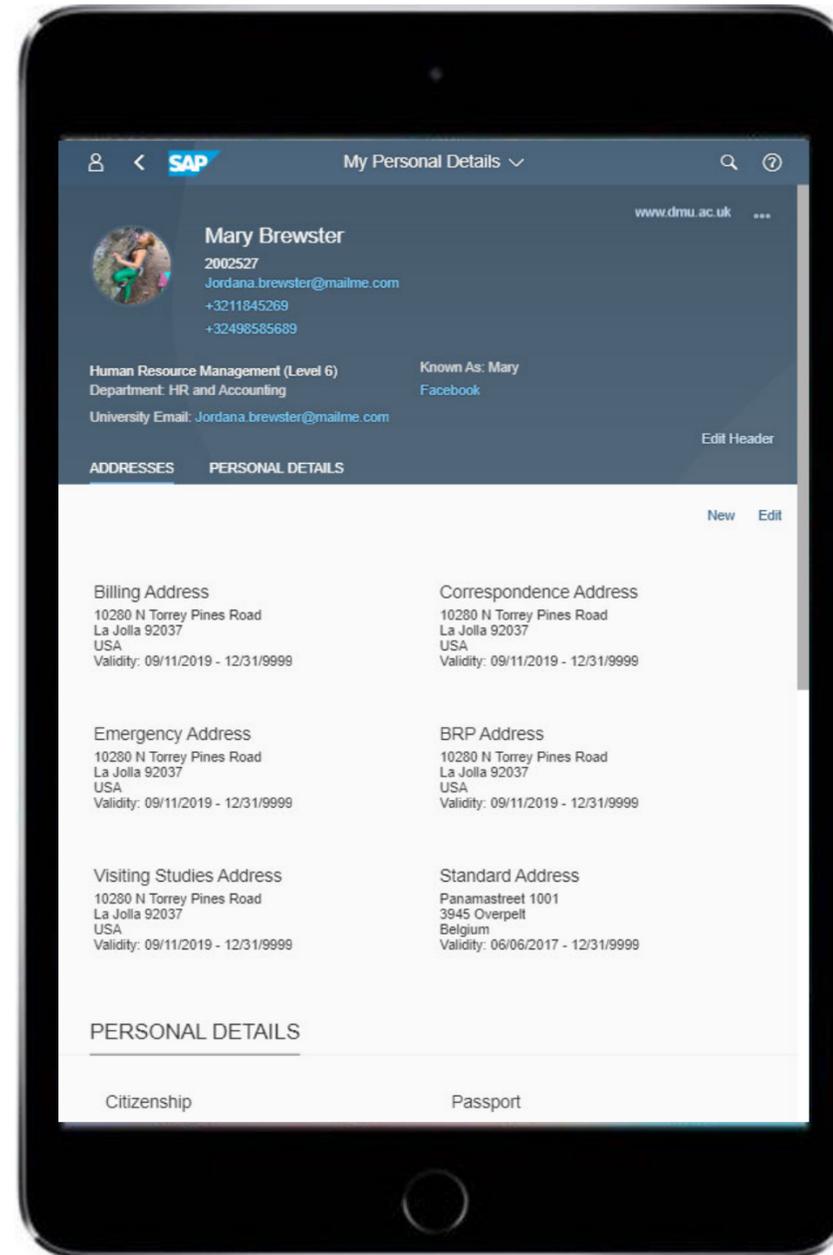
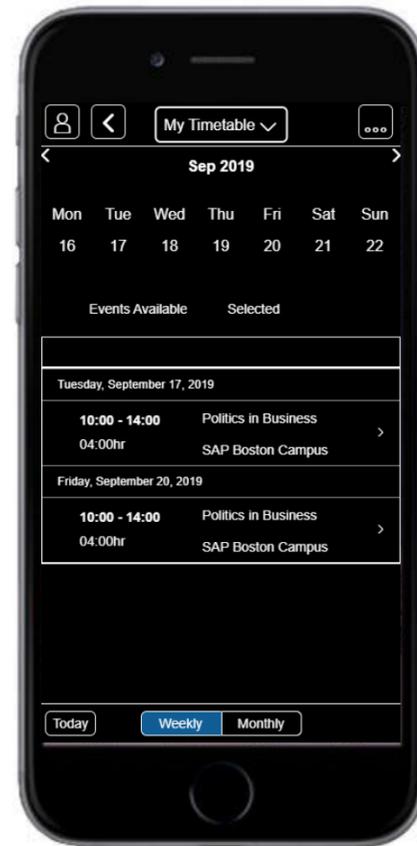
Embedded – Help Chat



SAP's Commitment to Accessibility

- SAP is an active member of the Web Content Accessibility Guidelines (WCAG) working group.
- SAP's Accessibility Competence Center in Walldorf, Germany, creates internal standards for accessibility development, documentation, and testing, offers consulting and training for developers, and serves as direct customer contact for all accessibility related questions.
- The SAP Accessibility Standard Requirement Document is a central document that consolidates all accessibility requirements that apply at SAP.
- The SAP Accessibility Standard reflects the base principles of the US Rehabilitation Act Section 508 and on the Web Content Accessibility Guidelines (WCAG) 2.0 (level A and AA) and BITV 2.0 requirements according to WCAG 2.0 level A und AA.
- The Voluntary Product Accessibility Template® (VPAT®) is a widely known instrument which is used to describe the accessibility status of a product according to the U.S. Section 508 standards. SAP uses this template to document the accessibility status of its products. The latest VPATs can be requested by customers by contacting accessibility@sap.com.

Example of Product Features for Accessibility - High-Contrast Theme



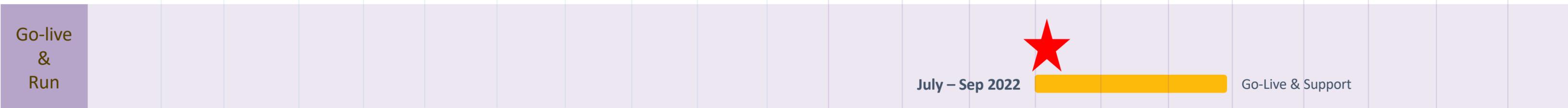
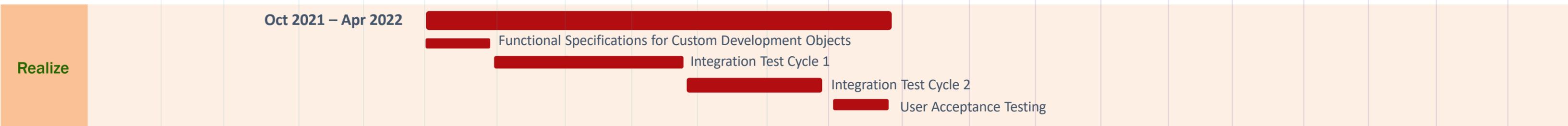
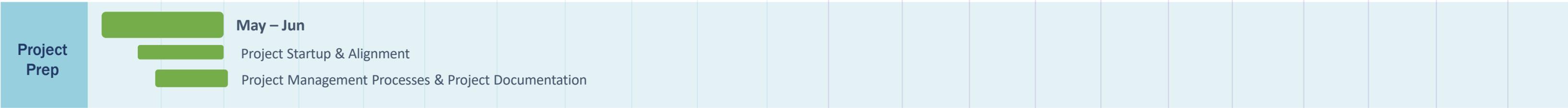
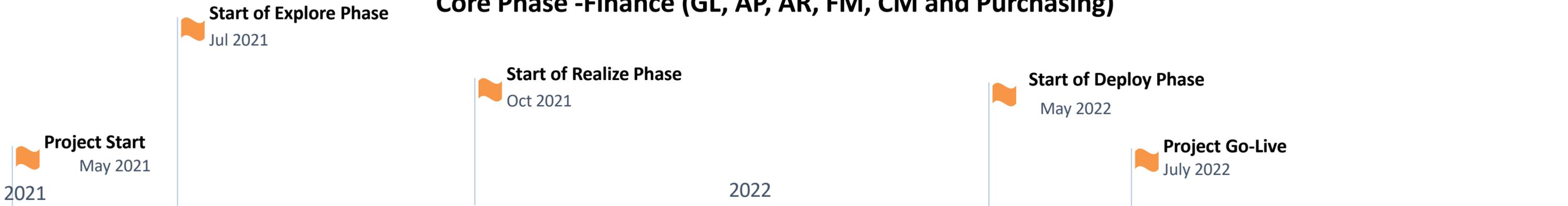
Project Schedule/Timeline Options Presented by LSI

Our proposed Project timelines will be vetted with you during Project Preparation, ensuring complete acceptance with timelines that work for you. We also take the project schedule down to a granular level, that also connects well to the eventual cutover activities.

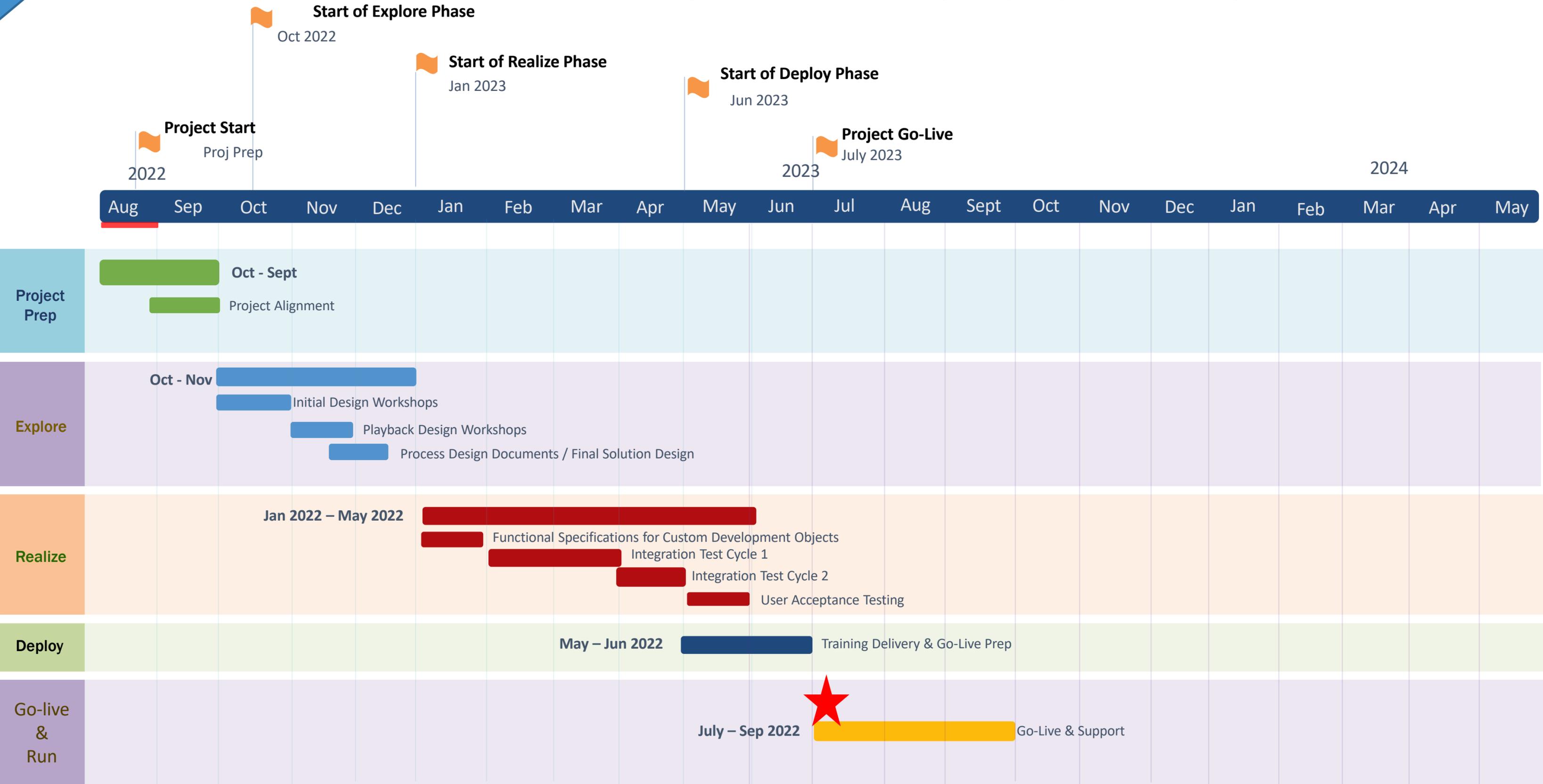
Option 1 – Multi Phase Approach is the preferred deployment approach the State has chosen in the RFP. Incrementally deploying capabilities in a phased implementation reduces overall program implementation risk. The phased implementation approach balances the State's recommended sequencing of functions and the inherent capabilities of our ERP. However, a phased implementation approach has a higher cost due to the lengthy timeline, and the value of integration is not realized

Option 2 – Single Phase Approach is LSI's recommended approach for this EFS project. Option 2 will allow the State to fully realize the value of ERP integration in a shorter timeline and eliminate temporary interfaces. It also reflects the best approach based on our experience working with State clients and the lengthy process of validating requirements with subject matter experts. Based on our analysis and knowledge of the State's legacy system and anticipated interfaces, we find this

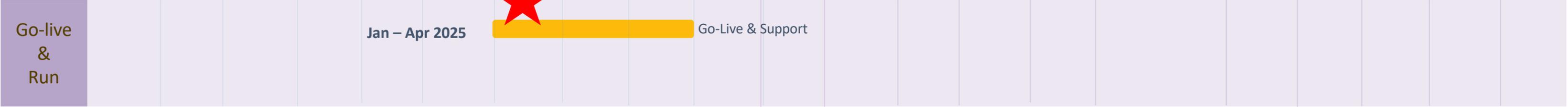
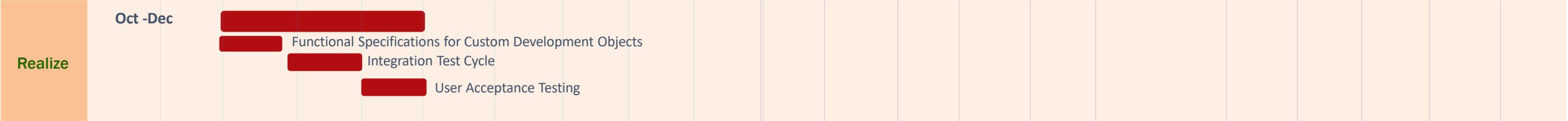
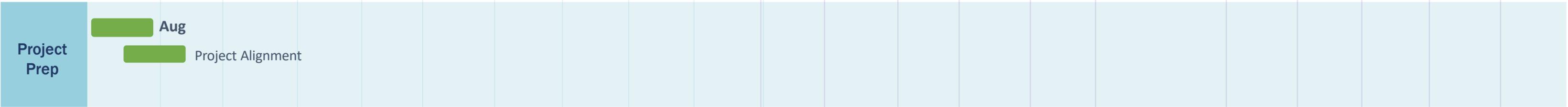
State of Hawaii Enterprise Financial Solution Core Phase -Finance (GL, AP, AR, FM, CM and Purchasing)



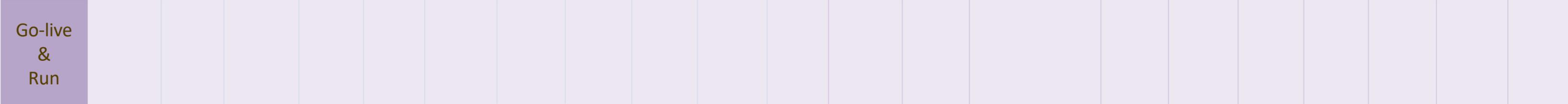
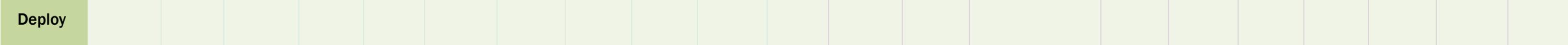
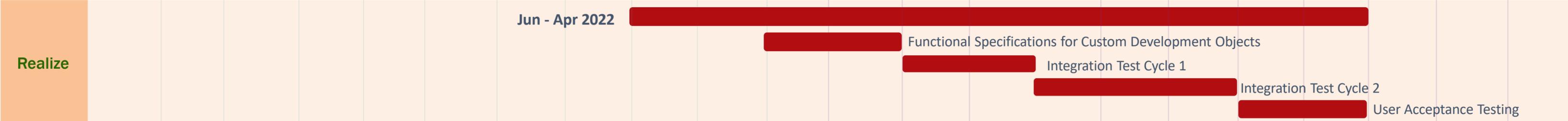
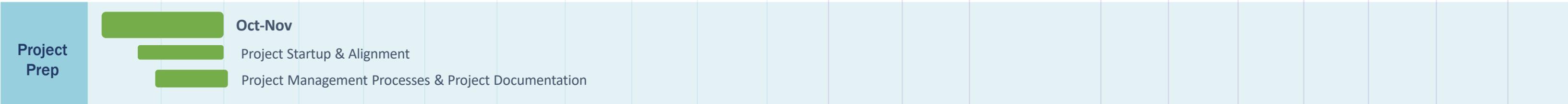
State of Hawaii Enterprise Financial Solution Expansion Phase -Finance (Projects, Grants, Travel)/Budgeting/eProcurement)



State of Hawaii Enterprise Financial Solution Optional Phase -Finance (Investments/Assets)



State of Hawaii Enterprise Financial Solution Finance (GL, AP, AR, FM, CM, Grants, Projects, Assets, Travel, Investments, Purchasing, eProcurement)



State of Hawaii Enterprise Financial Solution Finance (GL, AP, AR, FM, CM, Grants, Projects, Assets, Travel, Investments, Purchasing, eProcurement)

Start of Realize Phase

June 2022

Start of Deploy Phase

May 2023

Project Go-Live

July 2023

2022

2023

May Jun Jul Aug Sept Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sept Oct Nov Dec

Project
Prep

Explore

Realize

Deploy

Go-live
&
Run

Jun - Apr 2022



Functional Specifications for Custom Development Objects



Integration Test Cycle 1

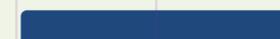


Integration Test Cycle 2



User Acceptance Testing

May - Jun 2023



Training Delivery & Go-Live Prep

July - Sep 2023



Go-Live & Support

Resource Team - Dedicated Team for State of Hawaii

Our team. LSI will bring core resources from other successful SAP project directly to State of Hawaii to make sure the organization benefits from that same strong base of experience.

Core Team Members:

- [Redacted] **Executive Sponsor / QA**
- [Redacted] **Lead Solution Architect**
- [Redacted] **Project Manager**
- [Redacted] **Sr Cloud Architect**
- [Redacted] **Testing Lead**
- [Redacted] **Sr Change Management/Training Lead**
- [Redacted] **Operations Lead/Finance**
- [Redacted] **Operations Lead/Budget**
- [Redacted] **Sr Functional Lead (General Ledger)**
- [Redacted] **Sr Functional Lead (Treasury/Cash)**
- [Redacted] **Sr Functional Lead (SD Billing)**
- [Redacted] **Sr Functional Lead/Procurement**
- [Redacted] **Sr Functional Lead/Supplier Lifecycle**

- [Redacted] **Technical Lead/Manager (Reporting)**
- [Redacted] **Technical Lead Development**
- [Redacted] **Sr Programmer**

Other Support:

- ABAP Support
- Cloud Engineers & HA/DR Setup Specialists
- Advanced Analytics & Fiori Teams
- OCM and Training Teams

Local Partners:



ABOUT DATAHOUSE

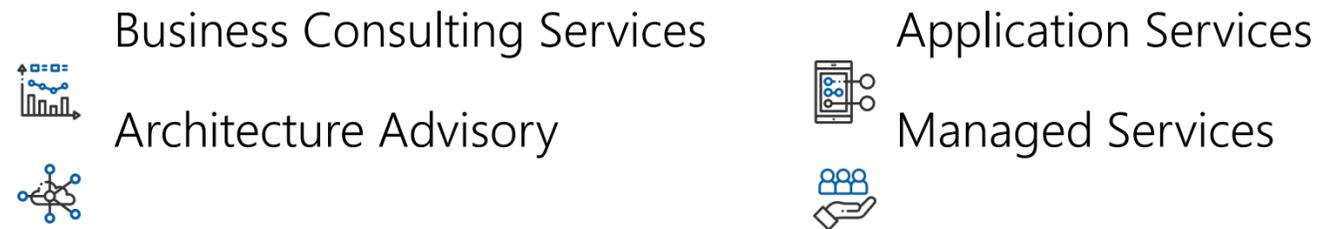


DataHouse Consulting, Inc. is in its 46th year and one of the largest IT services companies in Hawaii. We started as a software development team and have evolved into a thriving enterprise-class systems integrator capable of handling complex business and systems issues.

INDUSTRIES WE SERVE



SERVICE LINES



INNOVATE LOCAL, SCALE GLOBAL

Our purpose is to be a to be a leader in advancing our community through smart innovation and collaboration, for a better Hawai'i. Most of our staff live on Oahu and have a personal interest in helping our State succeed. With our local presence and global network of partners and experts, we expand the State's capabilities with innovation.



STATE OF HAWAII CLIENTS

- Department of Accounting and General Services
- Department of Health
- Department of Agriculture
- Department of Education
- Department of Labor and Industrial Relations
- Department of Land and Natural Resources
- Hawaii State Judiciary
- The Office of Hawaiian Affairs
- The Research Corporation of the University of Hawaii
- Department of Business, Economic Development and Tourism
- Department of Commerce and Consumer Affairs
- Child Support Enforcement Agency
- Department of the Attorney General
- Department of Transportation
- Enterprise Technology Services
- University of Hawaii
- Department of Public Safety



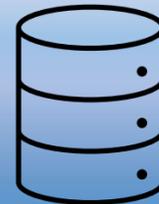
eWorld Enterprise Solutions has teamed with LSI for the State of Hawaii, Enterprise Financial Solution. Founded in 1999, eWorldES, brings over 22 years of Hawaii government experience to the project team. Our local team of consultants and technical staff will help deliver a compliant and tailored Enterprise Financial Solution for the State of Hawaii.



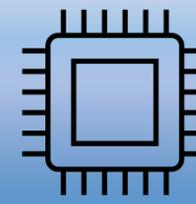
Two decades of State government partnership and relationships delivering solutions for Hawaii



Business and Technical expertise in FAMIS, DataMart and mainframe systems and operations



Deep knowledge of FAMIS and DataMart data structures, mapping and reporting



State systems architecture and operations knowledge for successful solution design and implementation



Local based team integrated into the Hawaii community

On Island vs Remote Support

Resource Title	Total Imp Hours	60% Onsite Hours	40% Offsite Hours
PMO			
Project Executive (Executive Sponsor)	360		0
Sr. Architect (Executive Solution Architect)	360		0
Program Manager	5400	3240	2160
Sr. Project Manager (Project Manager)	5760	3456	2304
Sr. Integration Manager	1840	1104	736
Testing Lead Manager	2240	1344	896
S/4 Finance Workstream			
Operations Lead/Manager (Finance Lead)	4080	2448	1632
Sr Functional Lead (General Ledger)	2160	1296	864
Sr Functional Lead (Controlling/Cost Allocation)	2160	1296	864
Sr Functional Lead (Accounts Payable)	2160	1296	864
Sr Functional Lead (Purchasing)	2160	1296	864
Sr Functional Lead (Ariba SLP)	2160	1296	864
Sr Functional Lead (Accounts Receivable)	2160	1296	864
Sr Functional Lead (Treasury/Cash Management)	2160	1296	864
Sr. Functional Lead (Funds Management)	2160	1296	864
Sr Functional Lead (OM/PA/T&A)	2160	1296	864
Sr Functional Lead (Project Systems)	1920	1152	768
Sr Functional Lead (SD Billing)	1920	1152	768
Sr Functional Lead (Grants Management)	1920	1152	768
Sr Functional Lead (Travel Reimbursements)	1120	672	448
Sr Functional Lead (Fixed Assets)	1600	960	640
Sr Functional Lead (Leases)	1600	960	640
Sr Functional Lead (Investments)	1600	960	640
Sr Functional Lead (Loan Management)	1600	960	640
Operations Lead (Budget Team Lead)	1440	864	576
Sr. Functional Lead (Budget Sr Consultant PEP)	1440	864	576
Sr. Programmer (Sr. SBP Sr. Technical Consultant)	1440	864	576
Sr. Programmer (Budget Reporting and Data Analytics)	960	576	384
Jr. Functional Lead (Finance Support)	2240	1344	896
Jr. Functional Lead (Procurement Support)	2240	1344	896

Resource Title	Total Imp Hours	60% Onsite Hours	40% Offsite Hours
OCM/Training Lead			
Sr. Organizational Change Manager/Training Lead	4800	2880	1920
Sr. Training Specialist (Finance/Procurement)	2720	1632	1088
Sr. Training Specialist (Finance/Procurement)	2720	1632	1088
Sr. Training Specialist (Finance/Procurement)	2720	1632	1088
Sr. Training Specialist (Budget)	1120	672	448
Jr. Testing Specialist (Finance)	2080	1248	832
Jr. Testing Specialist (Finance)	1760	1056	704
Jr. Testing Specialist (Procurement)	800	480	320
Jr. Testing Specialist (Budget)	960	576	384
Reporting and Analytics Workstream			
Technical Lead/Manager (Enterprise Reporting)	4800	2880	1920
Sr. Programmer (BW4 HANA Consultant/Analysis for Office/SAC)	4240	2544	1696
Sr. Programmer (BW4 HANA Consultant/Analysis for Office/SAC)	3920	2352	1568
Sr. Programmer (Fiori Embedded Reporting)	4000	2400	1600
Sr. Programmer (Fiori Embedded Reporting)	3280	1968	1312
Technical Workstream			
Technical Lead/Manager (Development/Integration)	4960	2976	1984
Sr. Programmer (ABAP and CPI)	5520	3312	2208
Sr. Programmer (Workflow)	3920	2352	1568
Sr. Programmer (Data Migration and Interfaces)	7520	4512	3008
Jr. Programmer	4640	2784	1856
Jr. Programmer	4640	2784	1856
Sr. Database Administrator (BASIS)	4280	2568	1712
Sr. Security Systems Engineer (Enterprise Security)	3840	2304	1536
Total	141760	85056	56704

Local Hawaiian Office - LSI

Our Local Office. LSI has reviewed local office spaces and will be selecting a space in walking distance to the capital building, which will house our key staff, and include meeting rooms for workshops and collaboration spaces. LSI opened a similar office in Carson City, NV in 2019 supporting the State of NV.



On going Support Consulting Services after Go Live

Going live on SAP is not the end of your journey but the start of a totally new one. To be successful, your team needs time to get their feet wet, and there may still be some minor issues that need to be ironed out.



Hypercare Support	Warranty	Application Managed Services
90 days	1 year	6,720 hours

On going Support Services – Three Tiered



Support, and Level III Application Enhancement Support, as defined below.

On going Support Services – Application Help Desk Features

Application Help Desk Features	Level I and II	Level III
Single point of contact project management	✓	✓
Single point of contact call handling and dispatch	✓	✓
Direct 1-800 helpdesk line	✓	✓
Email interface for problem tickets	✓	✓
Web interface for problem tickets	✓	✓
Guaranteed access to configuration resources		✓
Guaranteed response time	✓	✓
Automatic escalation for response time	✓	
Automatic escalation for resolution time	✓	
Automatic escalation based on completion date		✓
Written estimates		✓
Scheduled start/completion dates		✓
Status access via the web	✓	✓
Monthly status reports	✓	✓
Documented configuration		✓
Documented problem resolution	✓	

On going Support Services - Definitions

Level I Support

Level I support is End User Support. End users will have direct access to the LSI helpdesk for basic application use questions. Level I provide support for basic “how to” questions, and business procedure support while addressing first level troubleshooting / problem resolution. Access to Level I Application Support Helpdesk will be limited to named client personnel or personnel so authorized by State

Level II Support

Level II application support, also called Tier Two Support is provided as a compliment to Level I helpdesk support. Level II provides support for State’s in-house support personnel. Level II support covers program failures, undocumented errors and is for problems that cannot be handled by internal State support personnel. Access Level II Support will be limited to named client support personnel or personnel so authorized by State.

Level III Support

Level III or Enhancement Support is designed for clients who want to expand the functionality of their current systems. Level III (Tier Three) support must be approved by State’s Support Manager. The intention of Level III is to give State flexible and cost-effective access to consulting resources to continually improve State’s SAP systems. Each level III request is priced separately and will be evaluated, quoted on a case by case basis, and must be approved by the client. Tier Three support is included in the hours and tends to involve the use of more hours than the typical Level I and II support requests. LSI provides quotes to give the client Support Manager visibility into the impact of Level III support requests on their retainer hours. Enhancement support is available for all SAP modules.

On going Support Consulting Services after Go Live

Comprehensive Hypercare Support Services is designed to give customers a smooth landing by giving them crucial end-user support that will guide them through the stabilization phase and ensure things continue according to plan. The focus is not just on post-deployment stabilization but also on client enablement and user readiness. The Project Team who has spent time familiarizing with the State processes will be providing this support. Then you transition to the Application Managed Services.

Hypercare Support	Warranty	Application Managed Services
90 days	1 year	6,720 hours

Technical Implementation

Req #	Technical Implementation	LSI
	<p>Demonstrate how automated deployments of upgrades and patches are accomplished to various environments (UAT, production).</p> <p>Demonstrate how the statewide Adobe Sign electronic signatures are integrated with the solution workflow and the proposed document management functionality.</p> <p>Demonstrate how the statewide Azure AD SSO is integrated with the vendor's solution.</p> <p>Explain and demonstrate solution's accessibility features (WCAG 2.0 compliance).</p>	<p>✓</p> <p>✓</p> <p>✓</p> <p>✓</p>
	<p>Ability to integrate with other systems, additional modules/upgrading and solutions: Will your system be able to integrate with existing systems/interfaces easily? Ability to add additional modules - ease of implementation, cost effective? -Easily Maintained by existing staff. Vendor support, before, during and after implementation Support for assessing the State's needs and advocating that the solution proposed is in the best interest of the State.</p>	<p>✓</p> <p>✓</p>
	<p>Ease of use -How intuitive is the system? -Learning curve -Dashboards-User experience - functionality-Considerations - User expectations, user interactions with the system. -Sample demonstration of what a user reviewing transactions may see, research capabilities, drill down details for encumbrances, aging, invoice details, etc.</p>	<p>✓</p> <p>✓</p>
	<p>Integration points between main system and any 3rd party systems, and related architecture.</p>	<p>✓</p>
	<p>Details on data conversion approach and schedule</p>	<p>✓</p>

Technical Implementation

Req #	Technical Implementation	LSI
	<p>State SME information gathering:</p> <p>What is the plan for gathering the needs/workflows of the different entities within the State? Do you have a structured method? What is your experience with other public sector agencies when it comes to consolidating information from many different departments, branches and sections for this type of project? Can we see an example of a plan?</p>	
	<p>Contractor support - before, during and after implementation Areas of training - User training, system training, maintenance, etc. Understanding public sector dynamics and staff/position limitations - working within the scope of the job descriptions, understanding the workflow. Surveys, measuring the relevance and effectiveness of the training methods and materials Different training modalities - Different staff may learn differently or may not be able to access on-line training, are there materials to help the State facilitate these obstacles? Can we see examples of your user documentation? Business Design, Technical Design, User manuals, etc.</p>	

Technical Solution Architecture Requirements

Req #	Technical Implementation	LSI
	<p>SaaS</p> <p>Is your software hosted? If hosted then the State's database will be hosted on the vendor's server/cloud? Would the State be paying a monthly subscription fee but does the vendor automatically deploy upgrades or updates like a true SaaS solution does?</p> <p>How often do updates occur?</p> <p>What does the State need? Will you be assessing that?</p> <p>Will the State be charged for upgrades?</p> <p>Can we have our Database on a State owned Cloud?</p>	
	<p>Explain in detail if and how long (in duration) maintenance windows are needed</p>	
	<p>How are automated deployments of upgrades and patches are accomplished to various environments (UAT, production).</p>	

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Break – 3:00pm HST for 10 minutes



User ZGLDEMO| 

Password 

Language EN - English 

Log On

Change Password

Reporting

Enterprise Analytics & Reporting
Data Warehousing & Stakeholder Requests

Implementation

Implementation Approach
Testing, including Regression
Training/Conversion/Maintenance
Integration/Interface/User Experience
Schedule & Resource Team
Partnership Roles
On-island vs. Remote Support

Budget

Workflow of Interest
Budget Development/Appropriations/Allocations
Personnel Budgets
Reporting

Opening & Proposed Solution

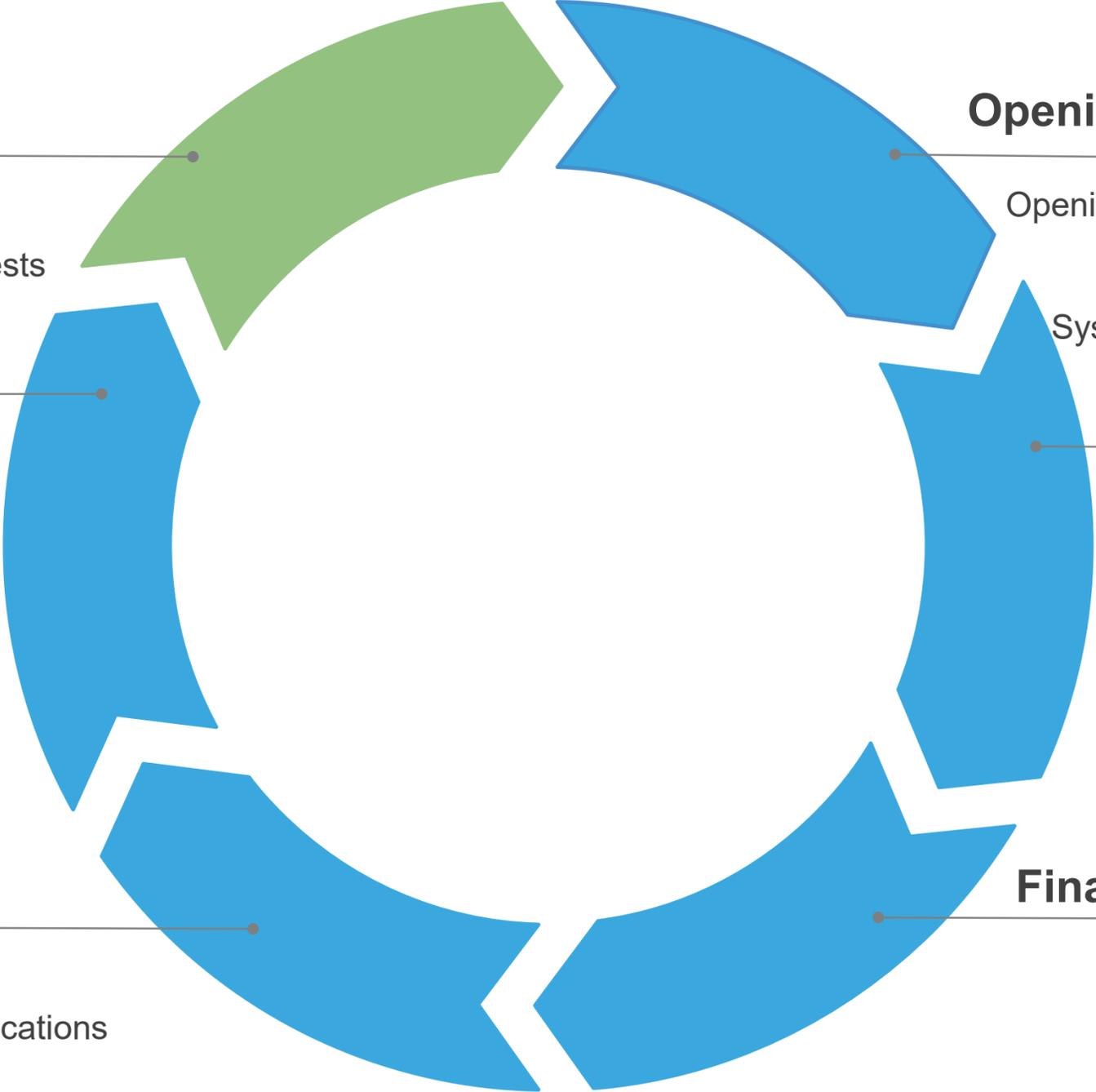
Opening Remarks & Team Introductions
Technical & Solution Architecture
System Diagrams & User Experience

Finance & Accounting

General Ledger
Chart of Accounts
Funds Management
Grants /Projects
Asset Inventory
Reporting

Finance & Accounting Cont.

Workflows of Interest
Encumbrances
Cash Management
Travel





[Redacted Name]
SAP Solution Engineer

Roles and Responsibilities:

Customer Advisor for Government Regulated Customers covering SAP Platform, Data Warehousing, Geo-Spatial and Analytics

Expertise:

Over 15 years of experience working with SAP Technologies and Enterprise IT clients at SAP. Bachelors in Electrical Engineering from University of Texas at Austin. Go Longhorns!

Client Experience

Currently focused on State, Local, Education (SLED) and Utility clients. Previously involved in several industries including Retail, Oil and Gas, and High Tech.

Background in Public Sector

Covered SLED customers at SAP for the past 4+ years. Client engagements include State of Nevada, North Carolina Dept of Transportation, Colorado Dept of Transportation, County of Santa Clara, Clark County, to name a few.

Home State



Survey Results from State of Hawaii FAMIS System

Survey Feedback on Systems

FAMIS

FAMIS is difficult to use for reporting purposes and harder to navigate. Input screens are hard to fill out and use; error messages are difficult to decipher; users are logged off after 10-15 minutes of no action.

Cannot get current and historical information together.

Cumbersome to use for input and reviewing data. It also accepts erroneous data input and does not detect until upload for reporting back the next day.

Problems with extraction of payroll data from FAMIS. Often posting is delayed a number of days after payroll is run.

FAMIS has very limited fields (or characters) to input important data/information. Vendor look up portion can't be edited once printed. Whenever there is an error in vendor's name, transaction needs to be deleted and have to create another one. There should be a way to correct entry once posted besides doing JV or AJE to correct entries. When making payments, when you input the vendor number, the vendor name should automatically appear on the 2nd line (vendor name entered) to avoid error. We need access to some of the department file inquiry screens (function 70, 71, 72, 74). We were told we can't have this since it wasn't set up in the beginning. We need access to real-time data is needed. Password requirement is too long. We can only get report by fiscal year. It would be better if can get report for a specified period (i.e. 07/01/20 - 09/30/20).

Sometimes it takes too long to make corrections. Have to go through several screens to get to the one needed. This makes it a little confusing at times. Beginning of each fiscal year, payment invoices can't be processed until DAGS creates the new appropriation accounts. The amount of time for DAGS to create those new accounts may take up to 3 weeks. Some of the appropriation accounts require roll over of the allotment balances from prior fiscal year, before payments can be processed, again takes up more time.

FAMIS does not have common standard reports so we need to rely on other systems to come up with reports to help management such as monthly income and expense statements, GL, etc. Also, since FAMIS closes a month following, the data is old; need more timely reports.

There should be a way to query the system to respond to questions (i.e. management, legislature, public, etc.) Currently, you need to have your own system or figure out a way to get the information to respond timely.

Difficult to work with since some entries are one-sided entries.

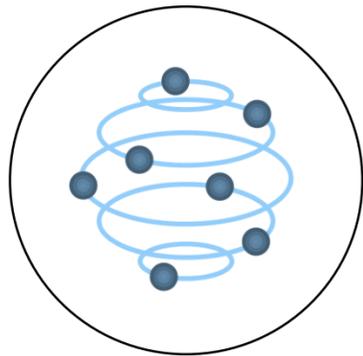
The FAMIS System is a very old system, still using the MS DOS screen I believe (the black, dot matrix screen). The system does not allow us to keep track of the status of the summary warrant vouchers that we submit. The voucher goes to different branches of the DAGS-Accounting Division, and we just wait until the check cuts or when DAGS calls us for any error to correct. It gets submitted first to DAGS-Pre-Audit, then it goes to DAGS Accounting (UARB), then DAGS Data Entry, then back to DAGS Pre-Audit for check distribution. It would be good if the system has a tracking feature so we at the departmental level are informed. Also, the hard copy of error reports are being forwarded to our office via DAGS messenger, it would be better if error reports are transmitted electronically so that we can go online and correct our voucher right way. The FAMIS System does not have any "download" feature. It is not user-friendly too. The data is not easy to understand because it is in the MS DOS mode.

It would be helpful if FAMIS generated 1099s for departments.

- Hard to navigate
- Hard to use
- No Real time Reporting
- Delayed Reports
- Cannot predict awards
- Unable to get historic and current data together

SAP Reporting Strategy Covers all Users with Enterprise Reporting & Analytics Cloud Suite

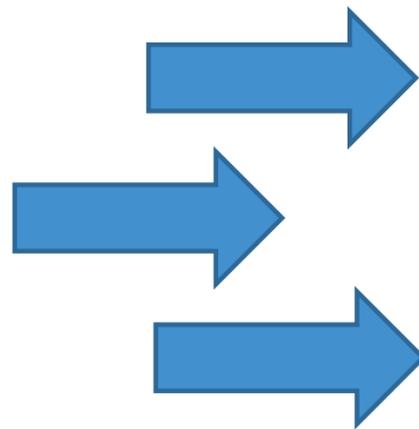
Operational Analytics



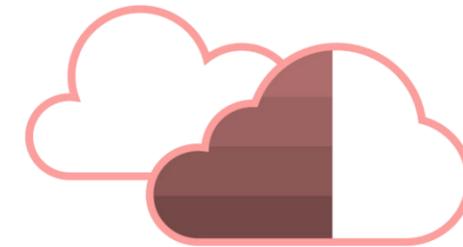
Proposed SAP Solution



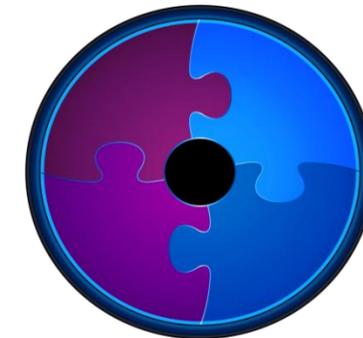
Any Other System



Enterprise Reports & Analytics Suite

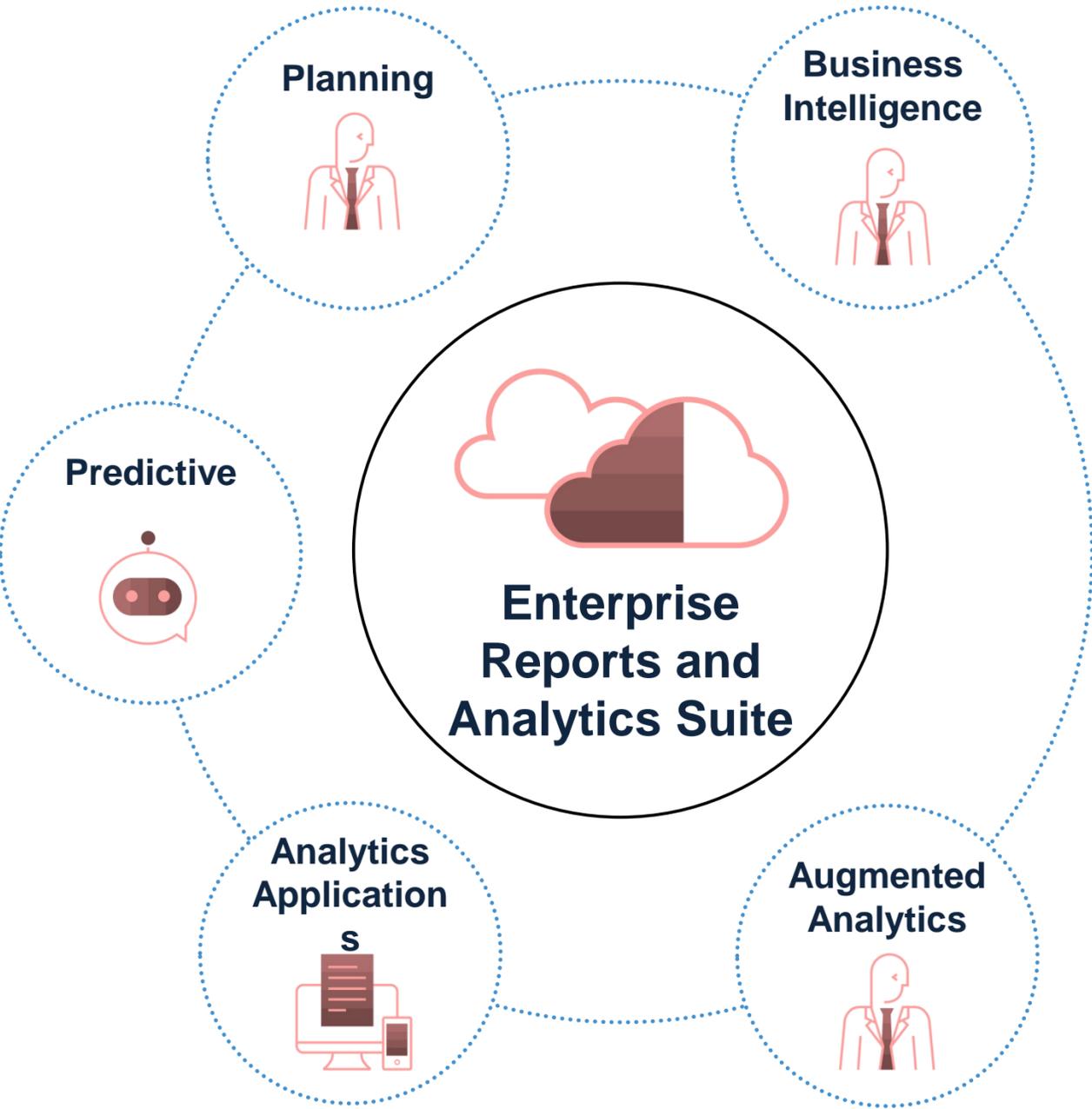


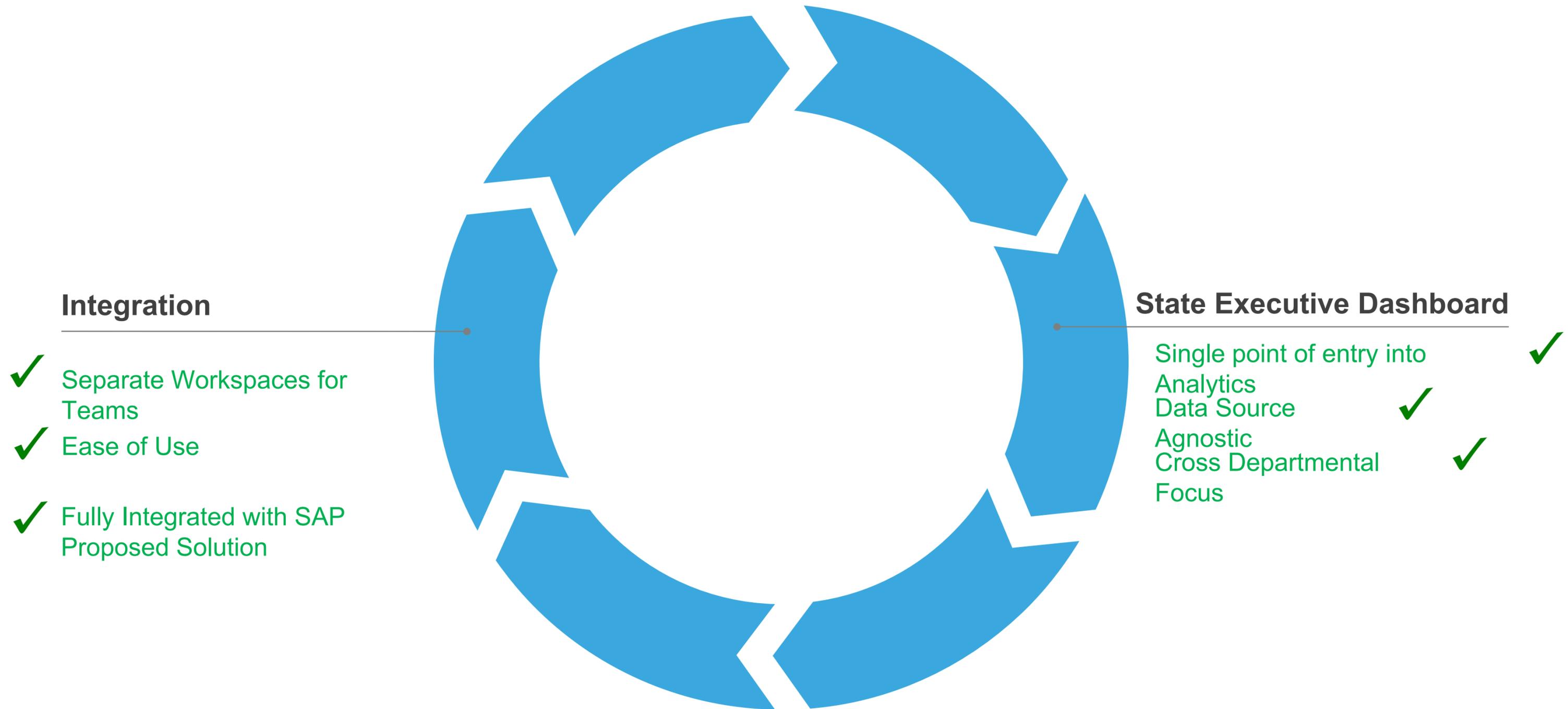
Reporting/Analytics



Data Warehouse

Market Leading Integrated Analytics Built for the Cloud





World's Largest BI User Survey Shows Top Rankings for SAP Analytics Cloud

- SAP and SAP Analytics Cloud ranked ahead of all other large international BI vendors for the following KPIs:
 - Cloud BI
 - Innovation
 - Customer satisfaction
 - Project success
- **93%** of surveyed users would recommend SAP Analytics Cloud
- **93%** rate its dashboard creation functionality as excellent or good

Read more info

- www.sap.com/cmp/dg/barc-bi-survey-21/index.html
- www.bi-survey.com/product/sap-analytics-cloud



Why SAP?

Time to Value – Pre Delivered Content



Ease of Use – Intuitive User Interface/Guided Dashboard Creation



Deep Insights – Built-in AI/Machine Learning



Our Journey Today..



Closing: Why LSI & SAP?

- **Complete Alignment**

- Proposed SOLUTION
- State of Hawaii – RFP Requirements
- State of Hawaii – Goals & Objectives

- **LSI & SAP Partnership**

- No ‘daylight’ between LSI and SAP in delivering Value and Confirming Continuous Value and Success for the State of Hawaii
- Complementary based relationship
- Long, Successful History together

- **Common, Potential Enterprise Solutions for the State of Hawaii**

- State of Hawaii DOT Highways Division
- The State Finance/Budgeting Organization
- The State’s Procurement Office

- **Proven Extended SOLUTION Lifecycle Capability**

- SAP’s unique Future Proofing / Continuous Leverage of Existing Investments

Closing: Why LSI & SAP?

- **People**

- The LSI/SAP Team you will be working with
- Delivering Public Sector- Experience , Expertise, Tenure

- **Focus and Commitment to Delivering to the State:**

- Cost Certainty
- Minimizing Time to Realized Value
- Partnership

- **Solely Focused on:**

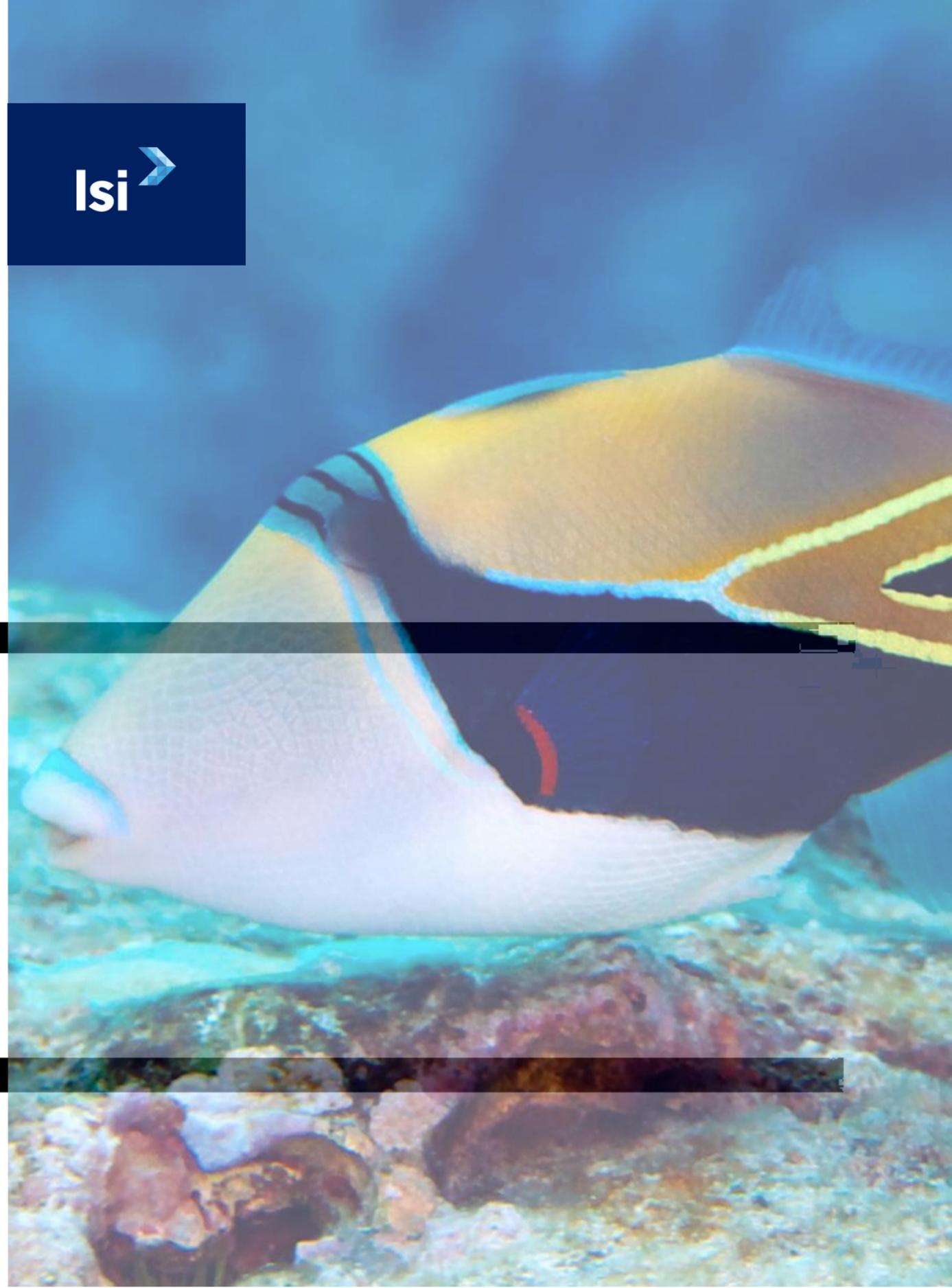
- The US Public Sector
- Education (K-12 + Higher Education), Healthcare, and Utilities

- **The Ability to Connect the State with other LSI/SAP US State Client**

- Peer Connections
- Knowledge and Best Practice Sharing

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**Thank you on Behalf our Team!
Mahalo**



**STATE OF HAWAII, DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES
UNIFORM CHART OF ACCOUNTS (UCOA)**

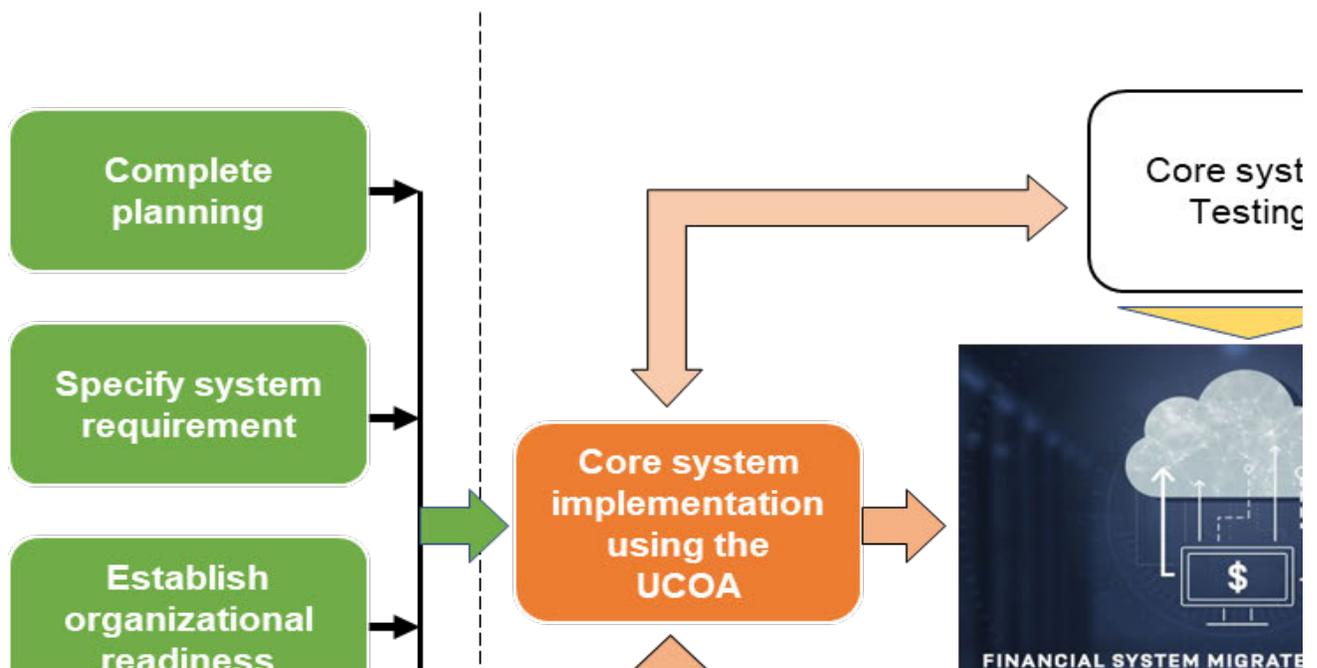
The State of Hawaii has designed a Uniform Chart of Accounts (UCOA) to modernize, standardize, and establish a framework by which all accounting transactions are recorded, while providing the ability

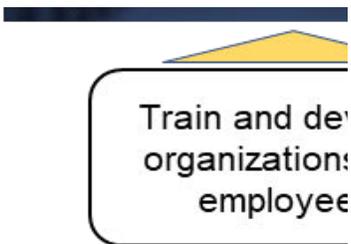
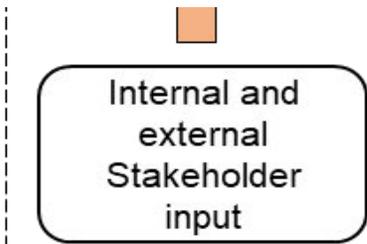
The foundation of the UCOA is built for compliance with accounting principles generally accepted in the US (US Accounting Standards Board (GASB) and based upon the framework for state and local governments as illustrated issued by the Government Finance Officers Association.

For over 40 years, the State has operated on a flat database COA that was not standardized. The existing source codes (two characters (major characters) are standardized while the last two (minor characters) are flexible for each department, which precludes the ability to aggregate costs across the state (for example, cell phone expense by department, state codes instead of accounting for the underlying nature of the transaction. This causes operational expenses (i.e. inability for management to understand the total cost of accounting fees. The enclosed tab, "UCOA Segments" provides a baseline level of detail required for state-wide accounting practices.

The segments are delineated between recording transactions and reporting on them. The first five segments relate to; what budget year? where in the CAFR what State fund? where structurally? what account? These segments answer the example, cell phone expense by department state-wide. The remaining segments provide the additional accounting of that transaction. These fields are designed to work in conjunction with each other and are triggered by the first five segments will always be required (i.e. appropriation number) whereas others are dependent on the transaction.

This workbook also includes background information on how each segment would be utilized, assumptions and compliance considerations that must be addressed as implementation occurs.





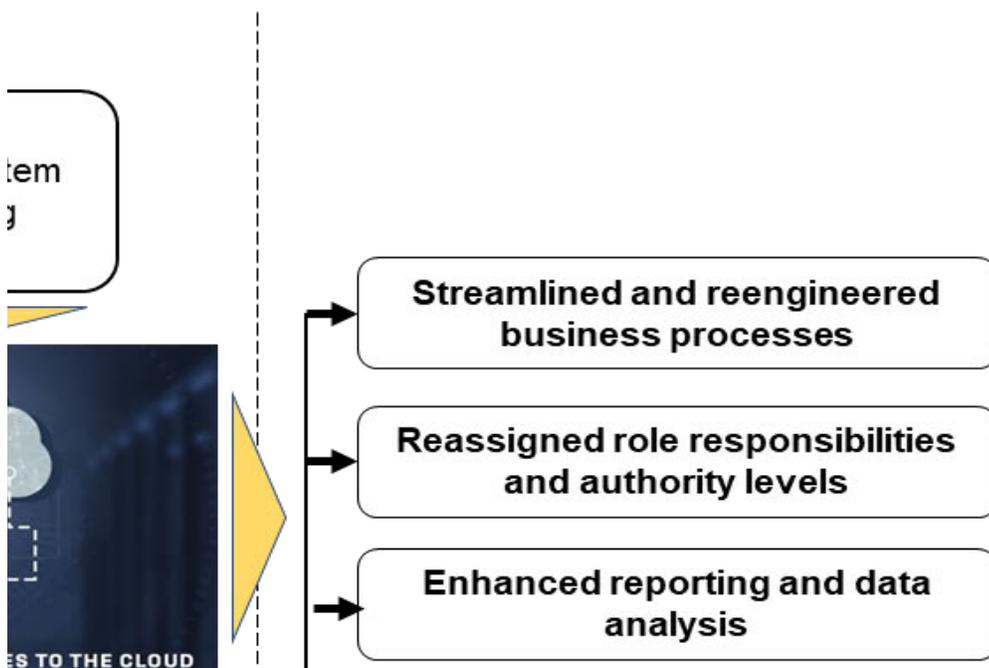
sh the baseline level of detail required for state-wide accounting practices. This UCOA is
ity for the same accounting data to be *reported* on in a modular and flexible way.

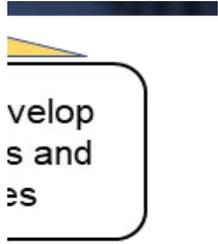
IS GAAP) as well as accounting for state and local governments under the Government
ated by the Governmental Accounting, Auditing, and Financial Reporting aka Blue Book

ce and object codes (collectively, the COA) are four characters long, but only the first
area of government to tailor based upon their own requirements. Inherently, this
te-wide). Further, the COA was designed to capture programmatic activities using COA
e. accounting fees) to be charged to a program expense COA which then precludes the
presents the UCOA design structure that modernize, standardize, and establish the

provide the structure to record the transactions to *where* in the state the transaction
segments address the standardization and organizational objectives of the UCOA to
ditional detail all transactions must references for the complete and accurate
ered based upon the nature of the transactions. As further described herein, certain
on being record (i.e. bond number).

round system components and modules made in designing the UCOA, and the





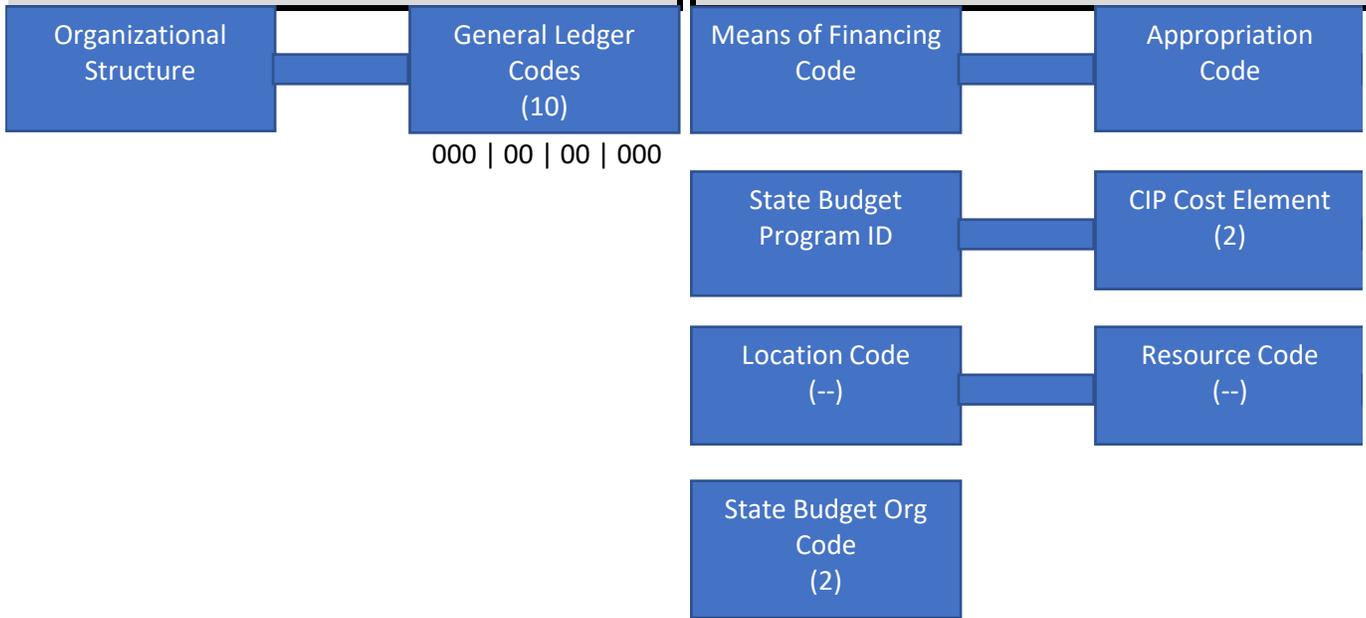
**STATE OF HAWAII, DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES
UNIFORM CHART OF ACCOUNTS (UCOA)**



SEGMENT NAME	SEGMENT DESCRIPTION
Budget Fiscal Year	The budget fiscal year for which the transaction is posted. Budget fiscal year corresponds to the legislatively adopted annual budget for a given year.
State CAFR Fund	Defines the fund group used for CAFR reporting: governmental, proprietary, and fiduciary. Additionally, component units are also identified through the CAFR Fund code.
State Fund Code	Identifies the accounting/operational fund groups. There are five fund groups: general, special, bond, trust, and agency.
Organizational Structure	Provides the organization structure and hierarchy of the state agency. The organizational structure is organization in a generational-hierarchy structure to allow for "roll-up" and "drill-down" across each level of the organization.

General Ledger Codes	The account codes used for transaction processing. This segment code provides for the grouping structure of the accounts as well as the account code. The code is structured as xxx xx xx xxx where the first three digits define the top level grouping structure, the second and third segments provide up to two additional sub-grouping categories and the final segment is the account code. This summary structure also allows for "drill-down" of transactions by their account grouping.
Means of Financing Code	Identifies the funding source to classify funds for budget preparation and operational execution purposes.
Appropriation Code	The code assigned to each provision of funds made by the state
Grant Number	Represents the grant a transaction is associated with
Bond Number	Represents the bond a transaction is associated with
State Budget Program Structure	Represents where in the state budget structure a transaction is associated with
State Budget Program ID	Represents where in the state budget program a transaction is associated with
State Budget Org Code	Represents where in the state budget organization structure a transaction is associated with
Department Budget Program Structure	Represents where in the department budget structure a transaction is associated with, if the department has a separate budget structure
Department Budget Program ID	Represents where in the department budget program a transaction is associated with, if the department has a separate budget structure
CIP Cost Element	Identifies whether a project cost is to be capitalized or expensed
Asset Code	State-wide asset tracking number for assets placed in service
Encumbrance Code	Identification of encumbrance transactions
GAAP Major Function Code	Associates transactions with their GAAP Major Function presentation in CAFR
Commodity Code	Provides the detail for what commodity is being purchased
Location Code	Provides additional location detail (i.e., island or legislative district)
Resource Code	
Payroll Position Number	Provides integration with the payroll system to allocate payroll cost structure
Project Number	Project management system for tracking CIP projects and program projects (i.e., unemployment insurance program)

UNIFORM CHART OF ACCOUNTS STRUCTURE



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REPORTING SEGMENTS

Grant Number
(10)

Bond
Type/Number
(--)

State Budget
Program Structure

Asset Code
(10)

Encumbrance Code
(--)

GAAP Major
Function Code
(4)

Payroll Position #
(10)

Project #
(8)

Dept Fund Code
(2)

Dept Program ID
(5)

Commodity Code
(--)

Dept Budget
Program Structure
(6)

em and the underlying modules implemented. Deviation from the assumptions
re and detail of the General Ledger codes.

Conditions

The rules to which these assumptions operate under

The UCOA presents single "cash in treasury" cash accounts; if not implemented the potential impact would be separate General Ledger accounts for each bank account.

The ability to effectively manage bonds is dependent on the bond module.

Compliance requirements over tracking of payments and use of funds for specified purposes.

Compliance requirements with 2CFR200.

Compliance requirements with procurement; federal compliance with tracking of payments to contractors.

The ability to report on budget to actual. To ensure proper authorization.

Tracking and accountability for use of assets.

Working with existing payroll system.

STATE OF HAWAII, DEPARTMENT OF A
UNIFORM CHART OF ACCOUNTS (UCO
Federal Compliance Checklist (Trea:

Citation	
§ 2541.200(a)	§ 200.302(a)
	§ 200.303
	§ 200.303 / 200.308
	§ 200.303
	§ 200.302(b)

	§ 200.305(a)
§ 2541.210(b)	
§ 2541.210(f)	
§ 2541.210(h)	
§ 2541.210(l)	

§ 2541.220(a)	§ 200.403

	§ 200.415
	2 CFR 225, Appendix C
	2 CFR 225, Appendix E

§ 2541.230(a)	§ 200.309
§ 2541.230(b)	

§ 2541.240(a)	§ 200.306(b)
§ 2541.240(b)	



§ 2541.250(a)	§ 200.307(a)
	§ 200.307(b)

§ 2541.260(a)	
§ 2541.260(b)	§ 200.501

§ 2541.300(c)	200.308(c)
§ 2541.300(c)	
§ 2541.300(c)	
§ 2541.300(c)	200.308(g)
§ 2541.300(c)	

§ 2541.310	§ 200.311
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§ 2541.320(b)	§ 200.313(b)
	§ 200.313(c)
	§ 200.313(c)
	§ 200.313(d)

§ 2541.330(b)	§ 200.314
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	§ 200.316
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§ 2541.350	
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§ 2541.360(a)	§ 200.317
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§ 2541.360(a)	

	§ 200.510
	§ 200.510



§ 2541.420(b)

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	§ 200.343
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ACCOUNTING AND GENERAL SERVICES

IA)

s. Reg. 45 § 2541 and Treas. Reg. 2 § 200)

Description	Statewide, SEFA, or Departmental
Standards for financial management systems / Internal Controls	
Do the fiscal control and accounting procedures of the State ("State" includes any agency or instrumentality of a State exclusive of local governments):	
(1) Permit preparation of reports as required by Federal law, procedures, and terms of the Federal awards?	
(2) Permit preparation of reports as required by State law and procedures?	
(3) Allow funds to be traced to the extent required by law? Note: records documenting compliance with Federal statutes, regulations, and the terms and conditions of the Federal award, must be sufficient to permit the preparation of reports required by general and program-specific terms and conditions; and the tracing of funds to a level of expenditures adequate to establish that such funds have been used according to the Federal statutes, regulations, and the terms and conditions of the Federal award.	
(4) Allow for evaluation and monitoring of compliance with statute, regulations and the terms and conditions of Federal awards?	
(5) Take prompt action and report when instances of noncompliance are identified including noncompliance identified in audit findings?	
(6) Take reasonable measures to safeguard protected personally identifiable information and other information the Federal awarding agency or pass-through entity designates as sensitive or the non-Federal entity considers sensitive consistent with applicable Federal, state and local laws regarding privacy and obligations of confidentiality?	
Does the Financial management system provide for the following:	
(1) Identification, in its accounts, of all Federal awards received and expended and the Federal programs under which they were received? Note: Federal program and Federal award identification must include, as applicable, the CFDA title and number, Federal award identification number and year, name of the Federal agency, and name of the pass-through entity, if any.	
(2) Accurate, current, and complete disclosure of the financial results of each Federal award or program in accordance with the reporting requirements set forth in §§ 200.327 Financial reporting and 200.328 Monitoring and reporting program performance?	
(3) Records that identify the source and application of funds for federally-funded activities? Note: These records must contain information pertaining to Federal awards, authorizations, obligations, unobligated balances, assets, expenditures, income and interest and be supported by source documentation.	

(4) Effective control over, and accountability for, all funds, property, and other assets? Note: The non-Federal entity must adequately safeguard all assets and assure that they are used solely for authorized purposes.	
(5) Comparison of expenditures with budget amounts for each Federal award?	
(6) Written procedures to implement the requirements of the law regarding payments from the Treasury (§ 200.305 Payment)?	
(7) Written procedures for determining the allowability of costs in accordance with federal Cost Principles and the terms and conditions of the Federal award?	

Payment

Are payments consistent with Treasury-State CMIA agreements, 31 CFR Part 205 "Rules and Procedures for Efficient Federal-State Funds Transfers" and TFM 4A-2000 "Overall Disbursing Rules for Federal Agencies"?	
<i>Effect of program income, refunds, and audit recoveries on payment.</i>	
(1) Are methods and procedures in place to minimize the transfer of funds and disbursement by grantee?	
(2) Is program income, rebates, refunds, contract settlements, audit recoveries and interest earned on such funds disbursed before requesting additional cash payments?	
<i>Cash depositories.</i>	
Is there a Federal-State agreement that requires the State to keep any separate bank accounts?	
Is interest earned on advances remitted to the Federal agency at least quarterly? (The grantee or subgrantee may keep interest amounts up to \$100 per year for administrative expenses.)	

Allowable costs

Factors affecting allowability of costs. To be allowable under Federal awards, costs must meet the following general criteria:	
a. Is the cost necessary and reasonable for proper and efficient performance and administration of Federal awards?	
b. Is the cost allocable to Federal awards under the provisions of 2 CFR part 225?	
c. Is the cost authorized or not prohibited under State or local laws or regulations?	
d. Does the cost conform to any limitations or exclusions set forth in these principles, Federal laws, terms and conditions of the Federal award, or other governing regulations as to types or amounts of cost items?	
e. Is the cost consistent with policies, regulations, and procedures that apply uniformly to both Federal awards and other activities of the governmental unit?	
f. Does the cost accord consistent treatment? A cost may not be assigned to a Federal award as a direct cost if any other cost incurred for the same purpose in like circumstances has been allocated to the Federal award as an indirect cost.	

g. Except as otherwise provided for in 2 CFR part 225, can the cost be determined in accordance with generally accepted accounting principles?	
h. Can the cost <u>Not</u> be included as a cost or used to meet cost sharing or matching requirements of any other Federal award in either the current or a prior period, except as specifically provided by Federal law or regulation?	
i. Can the cost be the net of all applicable credits?	
j. Can the cost be adequately documented?	
Are appropriate certifications tracked and retained?	
Does each billed central service activity separately account for all revenues (including imputed revenues) generated by the service, expenses incurred to furnish the service, and profit/loss?	
Indirect costs are those that have been incurred for common or joint purposes. These costs benefit more than one cost objective and cannot be readily identified with a particular final cost objective without effort disproportionate to the results achieved. After direct costs have been determined and assigned directly to Federal awards and other activities as appropriate, indirect costs are those remaining to be allocated to benefitted cost objectives. A cost may not be allocated to a Federal award as an indirect cost if any other cost incurred for the same purpose, in like circumstances, has been assigned to a Federal award as a direct cost. Is the governmental unit able to discern the costs to prevent direct versus indirect costs allocation confusion?	

Period of availability of funds

Are grant codes only charged during the funding period?	
Are all obligations incurred under the award liquidated not later than 90 days after the end of the funding period?	

Matching or cost sharing

Are shared costs or matching funds and all contributions (including cash and third party in-kind contributions) traceable?	
Note: These records must show how the value placed on third party in-kind contributions was derived. To the extent feasible, volunteer services will be supported by the same methods that the organization uses to support the allocability of regular personnel costs.	
Are these funds allowable under federal Cost Principles?	
Are these funds necessary and reasonable for project or program objectives?	

Program income

Is program income (gross income received by the grantee directly generated by a grant supported activity or earned as a result of the grant agreement) from grants traceable?

(Note: Grantees are encouraged to earn income to defray program costs. Program income includes income from fees for services performed, from the use or rental of real or personal property acquired with grant funds, from the sale of commodities or items fabricated under a grant agreement, and from payments of principal and interest on loans made with grant funds. Except as otherwise provided in regulations of the Federal agency, program income does not include interest on grant funds, rebates, credits, discounts, refunds, etc. and interest earned on any of them.)

Is the cost of generating program income traceable?

Audit

Are audits performed in accordance with the Single Audit Act Amendments of 1996 (31 U.S.C. 7501–7507) and revised OMB Circular A–133, “Audits of States, Local Governments, and Non-Profit Organizations”?

Are single audit or program-specific audits conducted once budget spending has surpassed **\$750,000** (as determined by applicable law or regulations)?

Changes

Budget changes —

(1) For non construction projects, is it possible to track the following budget changes?

(i) Any revision which would result in the need for additional funding?

(ii) Cumulative transfers among direct cost categories, or, if applicable, among separately budgeted programs, projects, functions, or activities which exceed or are expected to exceed ten percent of the current total approved budget, whenever the awarding agency’s share exceeds \$100,000?

(iii) Transfer of funds allotted for training allowances (i.e., from direct payments to trainees to other expense categories)?

(2) For construction projects, is a system in place to obtain mandatory prior written approval for any budget revision which would result in the need for additional funds?

(3) Combined construction and no construction projects. When a grant or subgrant provides funding for both construction and no construction activities, the grantee or subgrantee must obtain prior written approval from the awarding agency before making any fund or budget transfer from no construction to construction or vice versa. Is it possible to track the movement of funds between non construction to construction projects?

Real property

Is the title, use, or disposition of real property under a federal grant traceable?

Equipment

Is the use, management, and disposition of equipment acquired under a grant consistent with State laws and procedures?	
Is the use of equipment traceable to the program or project for which it was acquired as long as needed for that project or program?	
Is equipment acquired with a Federal award used to provide services that is less than private companies charge for equivalent services? (Not allowed)	
Are adequate property records maintained with description of property, serial number, source of funding, who holds title, acquisition date, original cost of property, percentage of Federal participation In project costs, location, use and condition, and any ultimate disposition tracked?	
Is physical inventory regularly taken (every 2 years at a minimum)	
Are adequate control systems in place to prevent loss, damage, or theft of property?	
Are maintenance records kept?	

Supplies

In tracking supplies, is there a residual inventory of unused supplies exceeding \$5,000 upon termination or completion of the award? (If the supplies are not needed for any other federally sponsored programs or projects, the grantee or subgrantee shall compensate the awarding agency for its share)	
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Property Trust

If necessary, is real property, equipment, and intangible property, that are acquired or improved with a Federal award held in trust by the non-Federal entity as trustee for the beneficiaries of the project or program under which the property was acquired or improved?	
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Subawards to debarred and suspended parties

Is there a system to track whether any grantees and subgrantees are debarred or suspended or otherwise excluded from or ineligible for participation in Federal assistance programs under Executive Order 12549, "Debarment and Suspension"?	
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Procurement

Does the State follow the same policies and procedures for procuring property and services under a grant as for procurements from its non-Federal funds?	
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Subgrants

States shall follow State law and procedures when awarding and administering subgrants (whether on a cost reimbursement or fixed amount basis). Are the following requirements met?	
(1) Ensure that every subgrant includes any clauses required by Federal statute and executive orders and their implementing regulations?	

(2) Ensure that subgrantees are aware of requirements imposed upon them by Federal statute and regulation?	
(3) Ensure that a provision for compliance with § 2541.400 is placed in every cost reimbursement subgrant?	
(4) Conform any advances of grant funds to subgrantees substantially to the same standards of timing and amount that apply to cash advances by Federal agencies?	
Is the system capable of identifying the following subaward information?	
(1) Subrecipient name (must match DUNS)	
(2) Subrecipient DUNS number	
(3) Federal Award Identification Number (FAIN)	
(4) Federal Award Date	
(5) Subaward Period of Performance Start and End Date;	
(6) Amount of Federal Funds Obligated by this action;	
(7) Total Amount of Federal Funds Obligated to the subrecipient;	
(8) Total Amount of the Federal Award;	
(9) Federal award project description, as required to be responsive to the Federal Funding Accountability and Transparency Act (FFATA);	
(10) Name of Federal awarding agency, pass-through entity, and contact information for awarding official,	
(11) CFDA Number and Name; the pass-through entity must identify the dollar amount made available under each Federal award and the CFDA number at time of disbursement;	
(12) Identification of whether the award is R&D; and	
(13) Indirect cost rate for the Federal award (including if the de minimis rate is charged per § 200.414 Indirect (F&A) costs)	

Monitoring and reporting program performance

Grantees are responsible for managing the day-to-day operations of grant and subgrant supported activities. Is the system capable of monitoring grant and subgrant supported activities to assure compliance with applicable Federal requirements and that performance goals are being achieved? (*Grantee monitoring must cover each program, function or activity.*)

Are performance reports submitted at required intervals to appropriate agencies?

Financial reporting

Financial Status Report—

Grantees must use Standard Form 269 or 269A, Financial Status Report, to report the status of funds for all non construction grants and for construction grants when required. Is information collected consistent with Form 269 or 269A?

Federal Cash Transactions Report—

Is information collected consistent with Standard Form 272, Federal Cash Transactions Report, and when necessary, its continuation sheet, Standard Form 272a?

Outlay report and request for reimbursement for construction programs—

(1) *Grants that support construction activities paid by reimbursement method.*

(I) Requests for reimbursement under construction grants will be submitted on Standard Form 271, Outlay Report and Request for Reimbursement for Construction Programs. Is information collected consistent with Form 271?

Are financial statements prepared to reflect financial position, and where appropriate cash flows when necessary?

Are schedules of expenditures of Federal awards which must include total Federal awards expended collected and reported?

Retention and access requirements for records.

Length of retention period.

(1) Are records (all financial and programmatic records, supporting documents, statistical records and other records of grantees or subgrantees) **retained for three years** from the appropriate starting date?

Close out

The non-Federal entity must submit, no later than 90 calendar days after the end date of the period of performance, all financial, performance, and other reports as required by or the terms and conditions of the Federal award. Is it possible for the system to complete this function in 90 days?

Compliant (Y/N)	Compliance Documentation
Y	Financial reports: Balance Sheet, P&L, Cash Flow and CAFR report will be in the reporting deliverables
Y	Financial reports: Balance Sheet, P&L, Cash Flow and CAFR report will be in the reporting deliverables
Y	Grant funds will only allow expenditure controlled in the grants dimension tab.
Y	Grants reporting and monitoring will provide visibility to all grant expenditures
Y	Should there be an audit finding the State has the ability to reverse or post an expense adjustment
Y	Items identified as protected personally identifiable information can be masked to ensure privacy
Y	Maintenance of grant master data will provide this information
Y	Operational reporting and year-end reports will provide this information
Y	Grants funds categorized as Special Revenue Funds are designated for federally funded activities only.

Y	All fixed with grant funds will be tracked reported as part of grant report
Y	This is an SAP standard report
Y	The system conducts internal checks of allowability of any cost postings prior to any payments. Therefore, only allowed postings can be paid by the Treasury Department
Y	State internal desk procedures

Y	Reporting will monitor all funding and expenditures in the grant
Y	This is tracked through the sponsored program in the grants
Y	This can be tracked in the grant master data as an additional field
Y	The interest allocation process should capture the interest earned by the grantee or sub grantee

Y	Allowable costs are determined upfront during the grant setup.
Y	All costs associated with grants are automatically allocable to federal awards
Y	Given there are internal controls through the GM module, it is unlikely an unauthorized will be allowed.
Y	Any limitations or exclusion must be defined in the grants master data setup
Y	Any limitations or exclusion must be defined in the grants master data setup
Y	Any limitations or exclusion must be defined in the grants master data setup

Y	SAP is setup in accordance to GAAP
Y	Prior to sending out a billing request for federal grants, you have to ability to review all line items and exclude items not deem billable
Y	If credits are already posted in SAP, then the system will generate the net result
Y	All documentation requirements has to be grant administrator
Y	Certification requirements must be identified and tracked
Y	All grant can be tracked both revenue and expense
Y	This can be achieved with a combination of business processes and grant master data setup

Y	Funds availability are defined by the budget availability dates in the grant master data
Y	This is managed through the close out process of all grants. The grant status will control postings allowed to the grant.

Y	This is managed through a sponsored program and internal fund within the grant master data. Once the grant master data is setup, you are able to report on all shared costs or matching funds.
Y	Allowable funds are maintained in the grant master data
Y	Allowable funds and programs are maintained in the grant master data



Y	Program income are posted in the grant as a revenue posting
Y	Program income are posted in the grant as a revenue posting
Y	Program income are posted in the grant as a revenue posting

Y	Audits are done by external auditors. They typically request backup documentation for grant expenditures. This is easily met by providing access to Grants reports.
Y	This is monitored through grant reporting

Y	Budget changes are easily identified and reported
Y	Budget changes are easily identified and reported
Y	Budget changes are easily identified and reported
Y	Budget changes are easily identified and reported
Y	Budget changes are easily identified and reported
Y	Budget changes are easily identified and reported

Y	If the property is tracked in the asset module, it can be identified as grant funded asset
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Y	If the property is tracked in the asset module, it can be identified as grant funded asset
Y	If the property is tracked in the asset module, it can be identified as grant funded asset
Y	Will need clarification on how this is being tracked now.
Y	If the property is tracked in the asset module, it can be identified as grant funded asset
Y	Physical inventory is a year-end activity
Y	Assets will be serialized and tracked
Y	If utilizing the SAP plant maintenance module then all maintenance records are tracked with the asset.

Y	Credits can be posted in the awarding agency cost center. However, the tracking of unused supplies for a sub grantee will have to be self reported
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Y	Will need clarification on the business process. Do you transfer the asset from the original funding source to a trust fund?
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Y	Once a vendor or customer is identified to be unsuitable (i.e. debarred or suspended), SAP provides blocking functionality at the master data level.
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Y	Procurement procedure should be consistent across the organization regardless of the funding source.
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Y	Billing rules are maintained in the grant master data
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Y	Limitations and exclusion will have to be defined and if possible maintained at the grant master data
Y	Maintained in the grant master data
Y	Will have to understand the timing and other limitations to provide a proper response
Y	
Y	Maintained in the grant master data
Y	Maintained in the grant master data
Y	Maintained in the grant master data
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Y	Maintained in the grant master data
Y	Maintained in the grant master data
Y	Maintained in the grant master data
Y	Indirect rates are maintained in the grant master data

Y	All grants will have associated sponsored programs and corresponding function
Y	This should be done through a business process.

Y	This is done through grants reporting
Y	This is done through grants reporting
Y	Maintained through the billing method

Y	This is done through grants reporting
Y	This is done through grants reporting
Y	This is done through grants reporting



Y	Archiving rules are done at the organizational level. Otherwise the information will remain the system until it is archive
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Y	Close out process no later than 90 calendar days is a standard procedure for many public sector organization
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Code	Description
2015	BFY 2015
2016	BFY 2016
2017	BFY 2017
2018	BFY 2018
2019	BFY 2019
2020	BFY 2020

Code	Description
GA	General
GB	Capital Projects
GC	Debt Services
GD	Special Revenue - Med- Quest
GE	Special Revenue - Highways
GF	Special Revenue - Natural Resources
GG	Special Revenue - Health
GH	Special Revenue - Human Services
GI	Special Revenue - Education
GJ	Special Revenue - Economic Development
GK	Special Revenue - Employment
GL	Special Revenue - Regulatory
GM	Special Revenue - Hawaiian Programs
GN	Special Revenue - Administration Support
GO	Special Revenue - All Other
GP	Permanent
PA	Employer Union Trust Fund
PB	Water Pollution Control Revolving Fund
PC	Drinking Water Treatment Revolving Fund
PD	Airports
PE	Harbors
PF	Unemployment Compensation
PG	State Parking Revolving Fund
PH	State Motor Pool Revolving Fund
PI	Correction Industries Fund
PJ	Disability Compensation Fund
PK	Highways
CA	Hawai`i Housing Finance and Development Units
CB	Hawai`i Public Housing Authority
CC	Hawai`i Community Development Authority
CD	Stadium Authority
CE	Hawai`i Strategic Development Corporation
CF	High Technology Development Corporation
CG	Natural Energy Laboratory of Hawai`i
CH	Agribusiness Development Corporation
CI	Hawai`i Hurricane Relief Fund
CJ	University of Hawai`i
CK	Hawai`i Tourism Authority
CL	Hawai`i Health Systems Corporation
FA	Agency
FB	Other Post-Employment Benefits

Code	Description	Sub code
A	General Fixed Assets Group of Accounts	A08 A68 A78 GFA MVF
B	Bond Funds	B03 B05 B63 B65 B69 B73 B75 B79
D	General Bonded Debt Group of Accounts	D07 D67 D77 LTD DSF
E	Special Fund - ESA	
G	General Fund	G01 G61 G62 G69 G71 G72 G79
S	Special Funds	S01 S02 S04 S61 S62 S64 S71 S72 S74 S91 S92 S93 SHF MVS

T	Trust and Agency Funds	CIP
		T06
		T66
		T76
		TAF
		TFC
		MVT
U	Special Fund - Unemployment Benefits	
X	Special Accounts - Airports	
		X09
Y	General Bonded Debt and Interest Group of Accounts	

Description

Fixed Assets Group of Accounts
HAR Fixed Assets Group of Accounts
Boating Fixed Assets Group of Accounts
HIGHWAYS-GENERAL FIXED ASSET GROUP
MVSO-GENERAL FIXED ASSET GROUP

Airport Revenue Bond Funds
G.O. Bonds
HAR Revenue Bond Funds
HAR G.O. Bond Funds
HAR Delegated Funds
Boating Revenue Bond Accounts
Boating G.O. Bond Accounts
Boating Delegated Funds

General Long Term Debt Group of Accounts
HAR GEN Long Term Debt Group of Accounts
Boating GEN Long Term Debt Group of Accounts
LONG-TERM DEBT GROUP
DBT SERVICE FUND

O&M Accounts
HAR O&M Funds
HAR GEN CIP Accounts
HAR Delegated Funds
Boating O&M Accounts
Boating GEN CIP Accounts
Boating Delegated Funds

O&M Accounts
Special CIP Accounts
Federal CIP Accounts
HAR O&M Accounts
HAR Special CIP Accounts
HAR Fed CIP Accounts
Boating O&M Funds
Boating Special CIP Accounts
Boating Federal CIP Accounts
Departmental Administration Fund
Highway Safety Fund
OMPO Fund
HIGHWAYS-SPECIAL FUND
MVSO-SPECIAL REVENUE FUND

HIGHWAYS-CAPITAL IMPROVEMENT PROJ

Trust Fund Accounts

HAR Trust Funds

Boating Trust Funds

TRUST AND AGENCY FUND

TRUST FUND FOR COUNTY REIMBURSEMENT TRANSACTIONS

MVSO-AGENCY FUND

Special Accounts

ORG	ORG_DEPT_DESC	ORG	ORG_NEW_DESC	ORG
01	Accounting & General Services			
01		01	Personnel Office	
01		02	Systems & Procedures Office	
01		03	Administrative Services Office	
01		03	Administrative Services Office	01
01		03	Administrative Services Office	02
01		04	Audit Division	
01		05	Accounting Division (incl w Systems Accounting)	
01		05	Accounting Division (incl w Systems Accounting)	01
01		05	Accounting Division (incl w Systems Accounting)	02
01		05	Accounting Division (incl w Systems Accounting)	03
01		06	Information & Communication Services Division	
01		06	Information & Communication Services Division	01
01		06	Information & Communication Services Division	02
01		06	Information & Communication Services Division	03
01		06	Information & Communication Services Division	04
01		06	Information & Communication Services Division	05
01		06	Information & Communication Services Division	06
01		06	Information & Communication Services Division	07
01		07	Central Services Division	
01		07	Central Services Division	01
01		07	Central Services Division	02
01		07	Central Services Division	03
01		07	Central Services Division	04
01		07	Central Services Division	04
01		07	Central Services Division	04
01		08	Public Works Division	
01		08	Public Works Division	01
01		08	Public Works Division	02
01		08	Public Works Division	03
01		08	Public Works Division	04
01		08	Public Works Division	05
01		08	Public Works Division	06
01		09	Archives Division	
01		09	Archives Division	01
01		09	Archives Division	02
01		10	Automotive Management Division	
01		10	Automotive Management Division	01
01		10	Automotive Management Division	02
01		10	Automotive Management Division	03
01		11	Land Survey Division	
01		11	Land Survey Division	01
01		11	Land Survey Division	02
01		12	Hawaii District Office	
01		12	Hawaii District Office	01
01		12	Hawaii District Office	02

01		12 Hawaii District Office	03
01		12 Hawaii District Office	04
01		12 Hawaii District Office	05
01		12 Hawaii District Office	06
01		13 Maui District Office	
01		13 Maui District Office	01
01		13 Maui District Office	02
01		13 Maui District Office	03
01		13 Maui District Office	04
01		13 Maui District Office	05
01		14 Kauai District Office	
01		14 Kauai District Office	01
01		14 Kauai District Office	02
01		14 Kauai District Office	03
01		14 Kauai District Office	04
01		14 Kauai District Office	05
01		15 Office of Information Management & Technology	
01		16 State Foundation on Culture and the Arts	
01		16 State Foundation on Culture and the Arts	01
01		16 State Foundation on Culture and the Arts	02
01		16 State Foundation on Culture and the Arts	03
01		17 Stadium Authority	
01		18 Election Commission/Office of Elections/Board of Re	
01		19 Campaign Spending Commission	
01		20 State Building Council	
01		21 Access Hawaii Committee	
01		22 King Kamehameha Celebration Commission	
01		23 Procurement Policy Board	
01		24 State Procurement Office	
01		24 State Procurement Office	01
01		24 State Procurement Office	01
01		24 State Procurement Office	01
01		24 State Procurement Office	01
01		24 State Procurement Office	01
01		24 State Procurement Office	02
01		25 Enhanced 911 Board	
01		26 Information Privacy & Security Council	
02	Agriculture		
02		01 Technical Advisory Committees	
02		02 Administrative Services Office	
02		02 Administrative Services Office	01
02		02 Administrative Services Office	02
02		02 Administrative Services Office	03
02		02 Administrative Services Office	04
02		02 Administrative Services Office	05
02		02 Administrative Services Office	06
02		02 Administrative Services Office	07

02		08 Plant Industry Division	04
02		09 Agribusiness Development Corporation	
03	Attorney General		
03		01 Commission to Promote Uniform Legislation	
03		02 Administrative Services Office	
03		03 Office of Child Support Hearings	
03		04 Child Support Enforcement Division	
03		05 Hawaii Criminal Justice Data Center Division	
03		06 Investigation Division	
03		07 Civil Rights Litigation Division	
03		08 Crime Prevention & Justice Administration Division	
03		09 Administration Division	
03		10 Commerce & Economic Development/Anti-Trust Divi	
03		11 Criminal Justice Division	
03		12 Employment Law Division	
03		13 Labor Division	
03		14 Land/Transportation Division	
03		15 Tort Litigation Division	
03		16 Health and Human Services Division	
03		17 Family Law Division	
03		18 Special Assignment Division	
03		19 Tax and Charities Division	
03		20 Civil Recoveries Division	
03		21 Education Division	
03		22 Public Safety, Hawaiian Homelands and Housing Divi	
04	Budget & Finance		
04		01 Financial Administration Division	
04			01
04			02
04			03
04			03
04			03
04			04
04		02 Budget, Program Planning and Management Division	
04		02 Budget, Program Planning and Management Div	01
04		02 Budget, Program Planning and Management Div	02
04		03 Office of the Public Defender	
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	01
04		03 Office of the Public Defender	02
04		03 Office of the Public Defender	03

04	03	Office of the Public Defender	04
04	03	Office of the Public Defender	05
04	03	Office of the Public Defender	05
04	03	Office of the Public Defender	05
04	03	Office of the Public Defender	05
04	03	Office of the Public Defender	05
04	04	Employee's Retirement System	
04	05	Hawaii Employer-Union Health Benefits Trust Fund	
04	06	Staff Offices	
04	07	Public Utilities Commission	
04	07	Public Utilities Commission	01
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	07	Public Utilities Commission	02
04	08	Administrative and Research Office	
05	Business, Economic Development and Tourism		
05	01	Hawaii Strategic Development Corporation	
05	02	Hawaii Television & Film Development (inactive)	
05	03	High Technology Development Corporation of Hawaii	
05	03	High Technology Development Corporation of H:	01
05	03	High Technology Development Corporation of H:	01
05	03	High Technology Development Corporation of H:	01
05	03	High Technology Development Corporation of H:	01
05	03	High Technology Development Corporation of H:	01
05	03	High Technology Development Corporation of H:	01
05	03	High Technology Development Corporation of H:	01
05	04	Hawaii Green Infrastructure Authority	
05	05	Land Use Commission	
05	06	Natural Energy Laboratory of Hawaii Authority (NELH	
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	06	Natural Energy Laboratory of Hawaii Authority (†	01
05	07	Office of Planning	
05	07	Office of Planning	01
05	07	Office of Planning	01

05	07	Office of Planning	01
05	07	Office of Planning	01
05	07	Office of Planning	01
05	07	Office of Planning	01
05	07	Office of Planning	02
05	07	Office of Planning	03
05	07	Office of Planning	04
05	08	Small Business Regulatory Review Board	
05	09	Administrative Services Office	
05	10	Business Development & Support Division	
05	10	Business Development & Support Division	01
05	10	Business Development & Support Division	02
05	11	Creative Industries Division	
05	11	Creative Industries Division	01
05	11	Creative Industries Division	02
05	12	Hawaii State Energy Office	
05	13	Strategic Industries Division	
05	13	Strategic Industries Division	01
05	13	Strategic Industries Division	02
05	13	Strategic Industries Division	02
05	13	Strategic Industries Division	03
05	13	Strategic Industries Division	03
05	14	Foreign-Trade Zone Division	
05	14	Foreign-Trade Zone Division	01
05	14	Foreign-Trade Zone Division	02
05	14	Foreign-Trade Zone Division	03
05	14	Foreign-Trade Zone Division	04
05	15	Research & Economic Analysis Division	
05	15	Research & Economic Analysis Division	01
05	15	Research & Economic Analysis Division	02
05	15	Research & Economic Analysis Division	03
05	16	Office of Aerospace Development	
06		Commerce and Consumer Affairs	
06	Commerce and Con: 01	Public Utilities Commission	
06	Commerce and Con: 02	Professional and Vocational Licensing Boards and Co	
06	Commerce and Con: 03	Medical Inquiry and Conciliation Panel	
06	Commerce and Con: 04	Design Professional Conciliation Panel	
06	Commerce and Con: 05	Information Systems/Communications Office	
06	Commerce and Con: 06	Office of Administrative Hearings	
06	Commerce and Con: 07	Regulated Industries Complaints Office	
06	Commerce and Con: 08	Administrative Services Office	
06	Commerce and Con: 09	Office of Consumer Protection	
06	Commerce and Con: 09	Office of Consumer Protection	01
06	Commerce and Con: 10	Cable Television Division	
06	Commerce and Con: 11	Business Registration Division	
06	Commerce and Con: 12	Division of Consumer Advocacy	
06	Commerce and Con: 13	Division of Financial Institutions	

06	Commerce and Con:	14	Professional and Vocational Licensing Division	
06	Commerce and Con:	15	Post-Secondary Education Authorization Program	
06	Commerce and Con:	16	Insurance Division	
06	Commerce and Con:	16	Insurance Division	01
07	Defense			
07	Defense	01	Special Staff	
07	Defense	02	Sr. Army Advisor Sr. Air Force Advisor	
07	Defense	03	Hing YCA Advisory Council	
07	Defense	04	Hawaii National Guard Special Services Board	
07	Defense	05	US Property & Fiscal Office	
07	Defense	06	Office of Veterans Services	
07	Defense	07	Hawaii Advisory Board on Emergency Management	
07	Defense	08	Advisory Board on Veterans Services	
07	Defense	09	Human Resources Office	
07	Defense	10	Engineering and Contracting Office	
07	Defense	11	Public Affairs Office	
07	Defense	12	Administrative Services Office	
07	Defense	13	Joint Staff	
07	Defense	14	93rd Civil Support Team	
07	Defense	15	State Civil Defense Division	
07	Defense	16	Army National Guard Division	
07	Defense	17	Air National Guard Division	
07	Defense	18	Homeland Security	
07	Defense	19	Hawaii State Defense Force (inactive)	
07	Defense	20	National Guard Youth Challenge Academy	
09	Governor			
09	Governor	01	Chief of Staff	
09	Governor	01	Chief of Staff	01
09	Governor	01	Chief of Staff	01
09	Governor	01	Chief of Staff	01
09	Governor	01	Chief of Staff	01
09	Governor	01	Chief of Staff	01
09	Governor	01	Chief of Staff	01
10	Hawaiian Home Lands			
10	Hawaiian Home Lan	01	Hawaii Homes Commission	
10	Hawaiian Home Lan	01	Hawaii Homes Commission	01
10	Hawaiian Home Lan	01	Hawaii Homes Commission	02
10	Hawaiian Home Lan	01	Hawaii Homes Commission	03
10	Hawaiian Home Lan	01	Hawaii Homes Commission	04
10	Hawaiian Home Lan	01	Hawaii Homes Commission	05
10	Hawaiian Home Lan	01	Hawaii Homes Commission	06
10	Hawaiian Home Lan	01	Hawaii Homes Commission	07
10	Hawaiian Home Lan	01	Hawaii Homes Commission	08
10	Hawaiian Home Lan	01	Hawaii Homes Commission	08
10	Hawaiian Home Lan	01	Hawaii Homes Commission	08
10	Hawaiian Home Lan	01	Hawaii Homes Commission	08

11	Health	09	Environmental Health Administration	03
11	Health	09	Environmental Health Administration	04
11	Health	09	Environmental Health Administration	04
11	Health	09	Environmental Health Administration	04
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11	Health	09	Environmental Health Administration	05
11	Health	10	Behavioral Health Administration	
11	Health	10	Behavioral Health Administration	01
11	Health	10	Behavioral Health Administration	01
11	Health	10	Behavioral Health Administration	01
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11	Health	10	Behavioral Health Administration	04
11	Health	10	Behavioral Health Administration	04
11	Health	10	Behavioral Health Administration	05
11	Health	10	Behavioral Health Administration	06
11	Health	10	Behavioral Health Administration	07
12	Human Resources Development			
12	Human Resources D	01	Administrative Services Office	
12	Human Resources D	02	Information Systems Office	
12	Human Resources D	03	Employee Relations Division	
12	Human Resources D	04	Employee Classification & Compensation Division	

12	Human Resources D	05	Employee Claims Division	
12	Human Resources D	06	Employee Staffing Division	
12	Human Resources D	07	Board of Trustees Deferred Compensation Plan	
12	Human Resources D	08	Merit Appeals Board	
13	Human Services			
13	Human Services	01	Budget, Planning and Management Office	
13	Human Services	01	Budget, Planning and Management Office	01
13	Human Services	01	Budget, Planning and Management Office	02
13	Human Services	01	Budget, Planning and Management Office	03
13	Human Services	02	Administrative Appeals Office	
13	Human Services	03	Fiscal Management Office	
13	Human Services	03	Fiscal Management Office	01
13	Human Services	03	Fiscal Management Office	01
13	Human Services	03	Fiscal Management Office	01
13	Human Services	03	Fiscal Management Office	01
13	Human Services	03	Fiscal Management Office	02
13	Human Services	03	Fiscal Management Office	03
13	Human Services	03	Fiscal Management Office	04
13	Human Services	03	Fiscal Management Office	04
13	Human Services	03	Fiscal Management Office	05
13	Human Services	04	Office of Information Technology	
13	Human Services	04	Office of Information Technology	01
13	Human Services	04	Office of Information Technology	01
13	Human Services	04	Office of Information Technology	01
13	Human Services	04	Office of Information Technology	02
13	Human Services	04	Office of Information Technology	02
13	Human Services	04	Office of Information Technology	02
13	Human Services	04	Office of Information Technology	02
13	Human Services	04	Office of Information Technology	02
13	Human Services	04	Office of Information Technology	02
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13	Human Services	04	Office of Information Technology	04
13	Human Services	04	Office of Information Technology	04
13	Human Services	04	Office of Information Technology	04
13	Human Services	04	Office of Information Technology	05
13	Human Services	04	Office of Information Technology	05
13	Human Services	04	Office of Information Technology	05
13	Human Services	04	Office of Information Technology	05
13	Human Services	05	Personnel Office	
13	Human Services	06	Audit, Quality Control and Research Office	
13	Human Services	06	Audit, Quality Control and Research Office	01
13	Human Services	06	Audit, Quality Control and Research Office	02
13	Human Services	06	Audit, Quality Control and Research Office	02
13	Human Services	06	Audit, Quality Control and Research Office	02
13	Human Services	06	Audit, Quality Control and Research Office	03
13	Human Services	07	Benefit, Employment & Support Services Division	
13	Human Services	07	Benefit, Employment & Support Services Division	01

15	Land and Natural Resources	04	Kaho'olawe Island Reserve Commission	
15	Land and Natural Resources	05	Aha Moku Advisory Committee	
15	Land and Natural Resources	06	Commission on Water Resource Management	
15	Land and Natural Resources	06	Commission on Water Resource Management	01
15	Land and Natural Resources	06	Commission on Water Resource Management	02
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	06	Commission on Water Resource Management	03
15	Land and Natural Resources	07	Hawaiian Island Humpback Whale National Marine Sanctuary	
15	Land and Natural Resources	08	Papahānaumokuākea Marine National Monument	
16	Legislature			
16	Legislature	01	House of Representatives	
16	Legislature	02	Senate	
16	Legislature	03	Office of the Ombudsman	
16	Legislature	04	Office of the Auditor	
16	Legislature	04	Office of the Auditor	01
16	Legislature	05	Legislative Reference Bureau	
16	Legislature	05	Legislative Reference Bureau	01
16	Legislature	05	Legislative Reference Bureau	02
16	Legislature	05	Legislative Reference Bureau	03
16	Legislature	05	Legislative Reference Bureau	04
16	Legislature	05	Legislative Reference Bureau	05
16	Legislature	06	State Ethics Commission	
17	Lieutenant Governor			
17	Lieutenant Governor	01	Secretary of State Function	
17	Lieutenant Governor	02	Constituent Services Function	
17	Lieutenant Governor	03	Administrative/Office Services Function	
17	Lieutenant Governor	04	Policy and Special Projects Function	
17	Lieutenant Governor	05	Communications Functions	
17	Lieutenant Governor	06	Office of Information Practices	
18	Public Safety			
18	Public Safety	01	Litigation Coordination Office	
18	Public Safety	02	Executive Assistance Office	
18	Public Safety	03	Inspections and Investigations Office	
18	Public Safety	04	Internal Affairs Office	
18	Public Safety	05	Civil Rights Compliance Office	

18	Public Safety	08	Office of the Deputy Director for Corrections	06
18	Public Safety	08	Office of the Deputy Director for Corrections	06
18	Public Safety	08	Office of the Deputy Director for Corrections	06
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	07
18	Public Safety	08	Office of the Deputy Director for Corrections	08
18	Public Safety	08	Office of the Deputy Director for Corrections	09
18	Public Safety	08	Office of the Deputy Director for Corrections	
18	Public Safety	09	Crime Victims Compensation Commission	
18	Public Safety	09	Crime Victims Compensation Commission	01
18	Public Safety	09	Crime Victims Compensation Commission	01
18	Public Safety	09	Crime Victims Compensation Commission	01
18	Public Safety	09	Crime Victims Compensation Commission	01
18	Public Safety	09	Crime Victims Compensation Commission	01
18	Public Safety	10	Hawaii Paroling Authority	
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	10	Hawaii Paroling Authority	01
18	Public Safety	11	Correctional Industries Advisory Committee	
18	Public Safety	12	Reentry Commission	
18	Public Safety	13	Corrections Population Management Commission	
19	Tax			
19	Tax	01	Administrative Services Office	
19	Tax	02	Information Technology Services Office	
19	Tax	03	Tax Research & Planning Office	
19	Tax	04	System Administration Office	
19	Tax	05	Rules Office	
19	Tax	06	Training and Outreach Office	
19	Tax	07	Tax Services & Processing Division	
19	Tax	07	Tax Services & Processing Division	01

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Risk Management
Budget & Fiscal Office

Systems Accounting Branch
Pre-Audit Branch
Uniform Accounting and Reporting Branch

Administration/Planning & Project Management Office
Client Services Branch I (HR & Emp Benefits)
Client Services Branch II (Fin, Commerce & Labor)
Technology Support Services Branch
Systems Services Branch
Telecommunications Services Branch
Production Services Branch

Program Services Office
Purchasing Services Office
Public Building Repair & Alternations Branch
Public Building Management Services Branch
Public Building Management Services Branch
Public Building Management Services Branch

01 Building Management Section
02 Grounds Maintenance Section

Staff Services Office
Technical Services Office
Planning Branch
Project Management Branch
Construction Management Branch
Leasing Services Branch

Records Management Branch
Historical Records Branch

Business Services
Parking Control Branch
Motor Pool Branch

Land Survey Branch
Land Court Survey Services

Administrative Services Office
Public Works Branch I

Public Works Branch II

Central Services Branch AGS-231 Custodial, AGS-232 Grounds Maintenance, AGS-233 Building Repairs & Alterati

Automotive Management Branch

School R&M - Neighbor Island Districts

Administrative Services Office

Public Works Branch

Central Services Branch AGS-231 Custodial, AGS-232 Grounds Maintenance, AGS-233 Building Repairs & Alterati

Automotive Management Branch

School R&M - Neighbor Island Districts

Administrative Services Office

Public Works Branch

Central Services Branch AGS-231 Custodial, AGS-232 Grounds Maintenance, AGS-233 Building Repairs & Alterati

Automotive Management Branch

School R&M - Neighbor Island Districts

Designated Programs

Art in Public Places

Support Services

gistration/Reapportionment Commission

Purchasing & Material Services

Health & Human Services

01 Purchasing Services

02 Electronic Procurement & Specialized Svcs

03 Property Management & Inventory

04 Surplus Property Services

Hawaii District

Maui District

Kauai District

Personnel Management Staff

Property Management Staff

Computer Services Staff

Fiscal Staff

Budget and Management Staff

Aquaculture & Livestock Support Services

Clerical Services

Veterinary Laboratory Services/Branch

Veterinary Laboratory Services/Branch

Animal Quarantine Branch

Animal Disease Control Branch

01 Diagnostic Section

01 Veterinary Services

02 Veterinary Technical Services

03 Clerical Services

04 Animal Quarantine Section

04 Animal Quarantine Section

01

04 Animal Quarantine Section

02

04 Animal Quarantine Section

03

01 Import Receiving & Compliance Section

02 Disease Surveillance & Investigation Section

03 Hawaii District

04 Maui District

Clerical Services

Oahu District

Hawaii District

Commodities Branch

Commodities Branch

Commodities Branch

Commodities Branch

Commodities Branch

Measurement Standards Branch

Measurement Standards Branch

Measurement Standards Branch

Measurement Standards Branch

01 Milk Control Section

02 Maui District

03 Hawaii District

04 Kauai District

01 Standards & Technical Services Section

02 Standards & Trade Practices Enforcement Section

03 West Hawaii District

Market Analysis News Branch

Hawaii Agricultural Statistics Service Branch

Hawaii Agricultural Statistics Service Branch

Hawaii Agricultural Statistics Service Branch

Market Development Branch

01 Maui District

02 Hawaii District

Clerical Services

Agricultural Asset Branch

Agricultural Infrastructure Branch

01 Agricultural Parks

02 Oahu District Irrigation System

03 Maui District Irrigation System

04 Big Island District Irrigation System

Clerical Services

Plant Quarantine Branch			
Plant Quarantine Branch	01	Oahu District	
Plant Quarantine Branch	01	Oahu District	01
Plant Quarantine Branch	01	Oahu District	02
Plant Quarantine Branch	01	Oahu District	03
Plant Quarantine Branch	02	Inspection & Compliance Office	
Plant Quarantine Branch	02	Inspection & Compliance Office	01
Plant Quarantine Branch	02	Inspection & Compliance Office	02
Plant Quarantine Branch	03	Hawaii District	
Plant Quarantine Branch	03	Hawaii District	01
Plant Quarantine Branch	04	Maui District	
Plant Quarantine Branch	04	Maui District	01
Plant Quarantine Branch	05	Kauai District	
Plant Quarantine Branch	05	Kauai District	01
Pesticides Branch			
Pesticides Branch	01	Registration and Education Section	
Pesticides Branch	01	Registration and Education Section	01
Pesticides Branch	01	Registration and Education Section	02
Pesticides Branch	01	Registration and Education Section	03
Pesticides Branch	01	Registration and Education Section	04
Pesticides Branch	02	Program Compliance Staff	
Pesticides Branch	03	Chemical Analysis Section	
Pesticides Branch	04	Case Preparation Section	
Pesticides Branch	05	Oahu Enforcement Section	
Pesticides Branch	06	Neighbor Island Enforcement Section	
Pesticides Branch	06	Neighbor Island Enforcement Section	01
Pesticides Branch	06	Neighbor Island Enforcement Section	02
Pesticides Branch	06	Neighbor Island Enforcement Section	03
Plant Pest Control Branch			
Plant Pest Control Branch	01	Bio-Control Section	
Plant Pest Control Branch	01	Bio-Control Section	01
Plant Pest Control Branch	01	Bio-Control Section	01
Plant Pest Control Branch	01	Bio-Control Section	01
Plant Pest Control Branch	01	Bio-Control Section	02
Plant Pest Control Branch	01	Bio-Control Section	03
Plant Pest Control Branch	01	Bio-Control Section	04
Plant Pest Control Branch	01	Bio-Control Section	04
Plant Pest Control Branch	01	Bio-Control Section	05
Plant Pest Control Branch	01	Bio-Control Section	05
Plant Pest Control Branch	01	Bio-Control Section	06
Plant Pest Control Branch	02	Chemical/Mechanical Control Section	
Plant Pest Control Branch	02	Chemical/Mechanical Control Section	01
Plant Pest Control Branch	02	Chemical/Mechanical Control Section	02
Plant Pest Control Branch	02	Chemical/Mechanical Control Section	03
Plant Pest Control Branch	02	Chemical/Mechanical Control Section	04

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Fiscal Services Office

Bonds Administration Branch

Treasury Management Branch

Treasury Management Branch

Treasury Management Branch

Unclaimed Property Branch

01 Cashiering Section

02 Investments Section

I

Program Budget Analysis and Evaluation Branch I

Program Budget Analysis and Evaluation Branch II

Oahu

Oahu

Oahu

Oahu

Oahu

Oahu

Oahu

Oahu

Hawaii

Kauai

01 Appeals

02 Circuit Court

02 Circuit Court

02 Circuit Court

03 District Court

04 Family Court

05 Investigation

01

02

Maui

Office Services

Office Services

Office Services

Office Services

Office Services

- 01** Case File Services
- 02** Clerical Services
- 03** Messenger Services
- 04** Reception Services

Legal Counsel

Office of the Administrative Director

Missing??

- 01** Clerical Services
- 02** Audit Section
- 03** Documentation Section
- 04** Engineering Section
- 05** Investigation Section
- 06** Public Utilities Assistants Section
- 06** Public Utilities Assistants Section **01**
- 06** Public Utilities Assistants Section **02**
- 06** Public Utilities Assistants Section **03**
- 07** Research Section

ii

Office of Executive Director

- 01** Tech-Based Economic Development Office
- 02** Innovation Programs Development Branch
- 02** Innovation Programs Development Branch **01**
- 03** Project Development Office
- 04** Fiscal Office
- 05** Hawaii Center for Advanced Transportation Technolok

IA) National Defense Center of Excellence for Research in Ocean Sciences (CEROS)

Big Island Operations

- 01** Puna Operations Unit
- 02** Kona Operations Unit
- 02** Kona Operations Unit **01**
- 02** Kona Operations Unit **02**
- 02** Kona Operations Unit **03**
- 02** Kona Operations Unit **04**

Planning Division

Planning Division

- 01** Fiscal Services

Planning Division
Planning Division
Planning Division
Planning Division
Land Use Division
Board on Geographic Names
Marine and Coastal Zone Advocacy Council

02 Office Services
03 Coastal Zone Management Branch
04 Special Plans Branch
05 Planning and Geographic Information Systems Branc

Business Development Branch
Business Support Branch

Film Industry Branch
Arts & Culture

Clerical Services
Energy Efficiency Branch
Energy Efficiency Branch
Energy Planning & Policy Branch
Energy Planning & Policy Branch

01 Clerical Services

01 Clerical Services

Office Services
Business Office
Operations Branch
Development Branch

Office Services
Economic Research Branch
Statistics and Data Support Branch

mmissions

Consumer Advisory Council

JUP Board of Governors (advisory Joint Underwriting Plan Bureau

Deputy Chief of Staff		
Deputy Chief of Staff	01	Operations
Deputy Chief of Staff	02	Communications
Deputy Chief of Staff	03	Constituent Services
Deputy Chief of Staff	04	Policy
Deputy Chief of Staff	04	Policy
Deputy Chief of Staff	05	Office of Collective Bargaining

Office of the Chairman		
Administrative Services Office		
Fiscal Office		
Planning Office		
Information & Community Relations Office		
Land Development Division		
Land Management Division		
Homestead Services Division		
Homestead Services Division	01	East Hawaii District Office
Homestead Services Division	02	Maui District Office
Homestead Services Division	03	Molokai District Office

Homestead Services Division
Homestead Services Division
Homestead Services Division

04 Oahu District Office
05 Kauai District Office
06 West Hawaii District Office

Director's Office & Communications Office
Administrative Services Office
Human Resources Office
Special Project
Office of Affirmative Action
Health Information Systems Office
Office of Planning, Policy and Program Development
District Health Office Hawaii
District Health Office Maui
District Health Office Kauai
Office of Health Status Monitoring

Developmental Disabilities Division
Disease Outbreak Control Division
Disease Outbreak Control Division
Disease Outbreak Control Division
Disease Outbreak Control Division
Family Health Services Division
Family Health Services Division
Family Health Services Division

01 Case Management & Info Svcs Admin
02 Community Resources Branch
03 Outcomes & Compliance Branch
04 Hospital & Community Dental Services Branch
05 Purchase of Services
06 State Match for Title XIX Program
07 Program Supports CMIS
08 Quality Assurance
09 Facilities Support
10 Neurotrauma
11 Case Management, Oahu
12 Case Management, Hawaii
13 Case Management, Maui
14 Case Management, Kauai
15 Developmental Disabilities Admin

01 Disease Investigation Branch
02 Immunization Branch
03 Public Health Preparedness Branch
04 Disease Outbreak Control Admin

01 Early Intervention
02 Maternal & Child Health - Administration

Family Health Services Division	03	Healthy Start
Family Health Services Division	04	Women's Health
Family Health Services Division	05	Women, Infants, & Children Branch
Family Health Services Division	06	Family Health Services Administration
Emergency Med Svcs & Injury Prevention Sys Branch		
Emergency Med Svcs & Injury Prevention Sys Branch	01	Emergency Medical Services
Emergency Med Svcs & Injury Prevention Sys Branch	02	Injury Prevention System
Communicable Disease & Public Health Nursing Division		
Communicable Disease & Public Health Nursing Division	01	Tuberculosis Disease Control Svcs
Communicable Disease & Public Health Nursing Division	02	Hansen's Disease Control Services
Communicable Disease & Public Health Nursing Division	03	Hale Mohalu At Leahi
Communicable Disease & Public Health Nursing Division	04	Kalaupapa Settlement
Communicable Disease & Public Health Nursing Division	05	Std Prevention Services
Communicable Disease & Public Health Nursing Division	06	Aids Prevention Services
Communicable Disease & Public Health Nursing Division	07	Communicable Disease - Administration
Communicable Disease & Public Health Nursing Division	08	Public Health Nursing Services
Communicable Disease & Public Health Nursing Division	09	School Health Services
Chronic Disease & Health Promotion Division		
Chronic Disease & Health Promotion Division	01	Primary Prevention Branch
Chronic Disease & Health Promotion Division	02	Chronic Disease Management Branch
Tobacco Settlement		
Tobacco Settlement	01	Community Resources & Development
Tobacco Settlement	02	Diabetes & Chronic Disabling Diseases
Tobacco Settlement	03	Cancer Prevention & Control
Tobacco Settlement	04	Tobacco Prevention & Control
Tobacco Settlement	05	Tobacco Settlement
Environmental Health Administration		
Environmental Health Administration	01	Deputy Director
Environmental Health Administration	02	Environmental Resources Office
Environmental Health Administration	03	Environmental Planning Office
Environmental Health Administration	04	Hazard Evaluation and Emergency Response Office
State Laboratories Services		
State Laboratories Services	01	State Laboratories Administration
State Laboratories Services	02	Chemistry
State Laboratories Services	03	Air Surveillance and Analysis
State Laboratories Services	04	Environmental Microbiology
State Laboratories Services	05	Medical Microbiology
State Laboratories Services	06	Central Services
State Laboratories Services	07	Hawaii District Lab
State Laboratories Services	08	Maui District Lab
State Laboratories Services	09	Kauai District Lab
Environmental Health Services Division		
Environmental Health Services Division	01	Division Administration
Environmental Health Services Division	02	Vector Control Branch
Environmental Health Services Division	03	Food and Drug Branch
Environmental Health Services Division	04	Sanitation Branch

Environmental Health Services Division
Environmental Management Division
Office of Health Care Assurance

Adult Mental Health Division
Adult Mental Health Division-Inpatient
Adult Mental Health Division-Inpatient
Adult Mental Health Division-Inpatient
Alcohol and Drug Abuse Division
Child and Adolescent Mental Health Division
BHA Administration
Adult Mental Health Administration
Office of Program Improvement and Excellence

05 Noise, Radiation & Indoor Air Quality Branch

01 Division Administration

02 Clean Air Branch

03 Clean Water Branch

04 Safe Drinking Water Branch

05 Solid and Hazardous Waste Branch

06 Wastewater Branch

07 Federal Funds - Air Surveillance

01 Central Oahu CMH Services

02 Courts and Corrections Branch

03 Diamond Head CMH Services

04 Kalihi Palama CMH Services

05 Windward Oahu CMH Services

06 Hawaii County CMH Services

07 Maui CMH Services

08 Kauai CMH Services

09 Other SVCS Incl POS & GIA

10 Waianae CMH Services

01 Hawaii State Hospital Branch

02 Community & Consultative Services

01 Alcohol And Drug Abuse Admin

02 Other Svcs Incl POS & GIA

03 Community & Consultative Services

01 Central Oahu CMH Services

02 Family Court Liaison Branch

03 Child & Adolescent MH Admin

04 Diamond Head CMH Services

05 Leeward Oahu CMH Services

06 Hawaii County CMH Services

07 Maui County CMH Services

08 Kauai CMH Services

09 Other Svcs Incl POS & GIA

Budget Staff
Planning Staff
Program and Management Evaluation Staff

Accounting Staff
Accounting Staff
Accounting Staff
Accounting Staff
Money Payments Staff
Office Services Staff
Pre-Audit Staff
Pre-Audit Staff
Property and Procurement Staff

01 Collections and Recovery Section
02 Program Accounting Section 1
03 Program Accounting Section 2

01 Payroll Section

Project Management & Planning Staff
Project Management & Planning Staff
Project Management & Planning Staff
Applications Development & Maintenance Staff
Computer Operations Staff
Computer Operations Staff
Computer Operations Staff
Systems Software Management Staff
Systems Software Management Staff
Systems Software Management Staff
Telecommunications & Systems Network Staff

01 Office Support Services Section
02 Project Support Section

01 Computer Programming Section
02 Systems Analysis & Design Section 1
03 Systems Analysis & Design Section 2

01 Data Control Section
02 Operations Section

01 Systems Management Section
02 Systems Security Section

01 Network Planning & Management Section
02 Office Automation & Client Computing Services Secti
03 Telecommunications Services Section

Financial Evaluation Staff
Quality Control Staff
Quality Control Staff
Quality Control Staff
Research Staff

01 Quality Control Section 1
02 Quality Control Section 2

Administrative Management Services Office

Employment and Training Program Office
 Homeless Programs Office
 Supplemental Nutrition Assistance Program Office
 Childcare Program Office
 Financial Assistance Program Office
 Investigations Office

Statewide Branch			
Statewide Branch	01	Staff Development Office	
Statewide Branch	02	East Hawaii Section	
Statewide Branch	02	East Hawaii Section	01
Statewide Branch	02	East Hawaii Section	02
Statewide Branch	02	East Hawaii Section	03
Statewide Branch	03	West Hawaii Section	
Statewide Branch	03	West Hawaii Section	01
Statewide Branch	03	West Hawaii Section	01
Statewide Branch	03	West Hawaii Section	02
Statewide Branch	03	West Hawaii Section	03
Statewide Branch	03	West Hawaii Section	04
Statewide Branch	03	West Hawaii Section	04
Statewide Branch	04	Kauai Section	
Statewide Branch	04	Kauai Section	01
Statewide Branch	04	Kauai Section	02
Statewide Branch	04	Kauai Section	03
Statewide Branch	05	Maui Section	
Statewide Branch	05	Maui Section	01
Statewide Branch	05	Maui Section	02
Statewide Branch	05	Maui Section	03
Statewide Branch	05	Maui Section	03
Statewide Branch	06	Oahu Section 1	
Statewide Branch	06	Oahu Section 1	01
Statewide Branch	06	Oahu Section 1	02
Statewide Branch	06	Oahu Section 1	03
Statewide Branch	06	Oahu Section 1	04
Statewide Branch	07	Oahu Section 2	
Statewide Branch	07	Oahu Section 2	01
Statewide Branch	07	Oahu Section 2	02
Statewide Branch	07	Oahu Section 2	03
Statewide Branch	07	Oahu Section 2	04
Statewide Branch	08	Oahu Section 3	
Statewide Branch	08	Oahu Section 3	01
Statewide Branch	08	Oahu Section 3	02
Statewide Branch	08	Oahu Section 3	03
Statewide Branch	08	Oahu Section 3	04
Statewide Branch	08	Oahu Section 3	05
Statewide Branch	09	Oahu Section 4	
Statewide Branch	09	Oahu Section 4	01
Statewide Branch	09	Oahu Section 4	02

Statewide Branch	09	Oahu Section 4	03
Staff Services Office			
Disability Determination Branch	01	Case Control Office	
Disability Determination Branch	02	Quality Assurance Office	
Disability Determination Branch	03	Support Services Office	
Disability Determination Branch	04	Disability Claims Processing Section 1	
Disability Determination Branch	05	Disability Claims Processing Section 2	
Hawaii Branch			
Hawaii Branch	01	Kona Section	
Kauai Branch			
Maui Branch			
Maui Branch	01	Molokai Section	
Oahu Branch			
Oahu Branch	01	Central Section	
Oahu Branch	02	East Section	
Oahu Branch	03	Metro Section	
Oahu Branch	04	Services for the Deaf Section	
Oahu Branch	05	West Section	
Oahu Branch	06	Windward Section	
Services for the Blind Branch			
Services for the Blind Branch	01	Adjustment Section	
Services for the Blind Branch	02	Counseling Section	
Services for the Blind Branch	03	Employment Section	
Clinical Standards Office			
Policy & Program Development Office			
Training Office			
Finance Office			
Systems Office			
Customer Services Branch			
Customer Services Branch	01	Enrollment Services Section	
Customer Services Branch	02	Membership File Integrity Section	
Customer Services Branch	03	Outreach & Education Section	
Eligibility Branch			
Eligibility Branch	01	East Hawaii Section	
Eligibility Branch	02	West Hawaii Section	
Eligibility Branch	03	Kauai Section	
Eligibility Branch	04	Maui Section	
Eligibility Branch	04	Maui Section	01
Eligibility Branch	05	Oahu Section	
Eligibility Branch	05	Oahu Section	01
Eligibility Branch	05	Oahu Section	02
Eligibility Branch	05	Oahu Section	03
Eligibility Branch	05	Oahu Section	04
Eligibility Branch	05	Oahu Section	05

Eligibility Branch	05	Oahu Section	06
Health Care Services Branch			
Health Care Services Branch	01	Contract Monitoring & Compliance Section	
Health Care Services Branch	02	Data Analysis and Provider Network Section	
Health Care Services Branch	03	Quality and Member Relations Improvement Section	
Support Services Office			
Adult Protective and Community Services Branch	01	Program Development Office	
Adult Protective and Community Services Branch	02	Respite Companion Program Office	
Adult Protective and Community Services Branch	03	Foster Grandparent Program Office	
Adult Protective and Community Services Branch	04	Senior Companion Program Office	
Adult Protective and Community Services Branch	05	East Hawaii Adult Protective and Community Service	
Adult Protective and Community Services Branch	06	West Hawaii Adult Protective and Community Service	
Adult Protective and Community Services Branch	07	Kauai Adult Protective and Community Services Secti	
Adult Protective and Community Services Branch	08	Maui Adult Protective and Community Services Secti	
Adult Protective and Community Services Branch	09	Oahu Adult Protective and Community Services Secti	
Adult Protective and Community Services Branch	09	Oahu Adult Protective and Community Service:	01
Adult Protective and Community Services Branch	09	Oahu Adult Protective and Community Service:	02
Adult Protective and Community Services Branch	09	Oahu Adult Protective and Community Service:	03
Child Welfare Services Branch			
Child Welfare Services Branch	01	Program Development Office	
Child Welfare Services Branch	02	East Hawaii Child Welfare Services Section	
Child Welfare Services Branch	02	East Hawaii Child Welfare Services Section	01
Child Welfare Services Branch	02	East Hawaii Child Welfare Services Section	02
Child Welfare Services Branch	02	East Hawaii Child Welfare Services Section	03
Child Welfare Services Branch	03	West Hawaii Child Welfare Services Section	
Child Welfare Services Branch	03	West Hawaii Child Welfare Services Section	01
Child Welfare Services Branch	03	West Hawaii Child Welfare Services Section	02
Child Welfare Services Branch	04	Kauai Child Welfare Services Section	
Child Welfare Services Branch	04	Kauai Child Welfare Services Section	01
Child Welfare Services Branch	04	Kauai Child Welfare Services Section	02
Child Welfare Services Branch	04	Kauai Child Welfare Services Section	03
Child Welfare Services Branch	05	Maui Child Welfare Services Section	
Child Welfare Services Branch	05	Maui Child Welfare Services Section	01
Child Welfare Services Branch	05	Maui Child Welfare Services Section	02
Child Welfare Services Branch	05	Maui Child Welfare Services Section	03
Child Welfare Services Branch	05	Maui Child Welfare Services Section	03
Child Welfare Services Branch	06	Oahu Child Welfare Services Section 1	
Child Welfare Services Branch	06	Oahu Child Welfare Services Section 1	01
Child Welfare Services Branch	06	Oahu Child Welfare Services Section 1	02
Child Welfare Services Branch	06	Oahu Child Welfare Services Section 1	03
Child Welfare Services Branch	06	Oahu Child Welfare Services Section 1	04
Child Welfare Services Branch	07	Oahu Child Welfare Services Section 2	
Child Welfare Services Branch	07	Oahu Child Welfare Services Section 2	01
Child Welfare Services Branch	07	Oahu Child Welfare Services Section 2	02
Child Welfare Services Branch	07	Oahu Child Welfare Services Section 2	03

Child Welfare Services Branch	07	Oahu Child Welfare Services Section 2	04
Child Welfare Services Branch	08	Oahu Child Welfare Services Section 3	
Child Welfare Services Branch	08	Oahu Child Welfare Services Section 3	01
Child Welfare Services Branch	08	Oahu Child Welfare Services Section 3	02
Child Welfare Services Branch	08	Oahu Child Welfare Services Section 3	03
Child Welfare Services Branch	08	Oahu Child Welfare Services Section 3	04
Child Welfare Services Branch	08	Oahu Child Welfare Services Section 3	05
Child Welfare Services Branch	09	Oahu Child Welfare Services Section 4	
Child Welfare Services Branch	09	Oahu Child Welfare Services Section 4	01
Child Welfare Services Branch	09	Oahu Child Welfare Services Section 4	02
Child Welfare Services Branch	09	Oahu Child Welfare Services Section 4	03
Child Welfare Services Branch	09	Oahu Child Welfare Services Section 4	04
Administrative Services Office			
Administrative Services Office	01	Clerical Support	
Administrative Services Office	02	Fiscal Staff	
Program Development Office			
Hawaii Youth Correctional Facility Branch			
Hawaii Youth Correctional Facility Branch	01	Business Services Staff	
Hawaii Youth Correctional Facility Branch	02	Health Care Services Section	
Hawaii Youth Correctional Facility Branch	03	Juvenile Parole Section	
Hawaii Youth Correctional Facility Branch	04	Operating Services Section	
Hawaii Youth Correctional Facility Branch	04	Operating Services Section	01
Hawaii Youth Correctional Facility Branch	04	Operating Services Section	02
Hawaii Youth Correctional Facility Branch	04	Operating Services Section	03
Hawaii Youth Correctional Facility Branch	05	Hookipa Makai Cottage Section	
Hawaii Youth Correctional Facility Branch	06	Observation & Assessment Cottage Section	
Hawaii Youth Correctional Facility Branch	07	Secured Care Facility Section	

Administrative Services Office			
Administrative Services Office	01	Budgeting Staff	
Administrative Services Office	02	Auditing Staff	
Administrative Services Office	03	Fiscal Staff	
Administrative Services Office	03	Fiscal Staff	01
Administrative Services Office	03	Fiscal Staff	02
Personnel Office			
Personnel Office	01	Personnel Management Staff	
Personnel Office	02	Support Services and Transactions Staff	
Office of Conservation and Coastal Lands			
Office of Conservation and Coastal Lands	01	Secretarial/Clerical Staff	
Office of Conservation and Coastal Lands	02	Planning Staff	
Information Technology Services Office			
Information Technology Services Office	01	Network Management Section	
Information Technology Services Office	02	Systems Development Section	
Information Technology Services Office	03	Telecommunications Section	
Bureau of Conveyances			
Bureau of Conveyances	01	Regular Recording Branch	
Bureau of Conveyances	01	Regular Recording Branch	01
Bureau of Conveyances	01	Regular Recording Branch	02
Bureau of Conveyances	01	Regular Recording Branch	03
Bureau of Conveyances	02	Land Court Recording Branch	
Bureau of Conveyances	02	Land Court Recording Branch	01
Bureau of Conveyances	02	Land Court Recording Branch	02
Bureau of Conveyances	02	Land Court Recording Branch	03
Bureau of Conveyances	02	Land Court Recording Branch	04
Bureau of Conveyances	02	Land Court Recording Branch	05
Bureau of Conveyances	02	Land Court Recording Branch	06
Bureau of Conveyances	02	Land Court Recording Branch	07
Bureau of Conveyances	02	Land Court Recording Branch	08
Bureau of Conveyances	03	Support Services Branch	
Bureau of Conveyances	03	Support Services Branch	01
Bureau of Conveyances	03	Support Services Branch	02
Land Division			
Land Division	01	Central Processing Office	
Land Division	02	Support Branch	
Land Division	02	Support Branch	01
Land Division	02	Support Branch	02
Land Division	02	Support Branch	02
Land Division	02	Support Branch	03
Land Division	03	Oahu District Branch	
Land Division	04	Maui District Branch	

Division of State Parks	04	Resources Management Branch	02
Division of State Parks	04	Resources Management Branch	02
Division of State Parks	04	Resources Management Branch	03
Division of State Parks	04	Resources Management Branch	03
Division of State Parks	04	Resources Management Branch	03
Division of State Parks	04	Resources Management Branch	03
Division of State Parks	04	Resources Management Branch	04
Division of State Parks	04	Resources Management Branch	04
Division of State Parks	04	Resources Management Branch	04
Division of State Parks	04	Resources Management Branch	04
Div. of Conservation & Resources Enforcement			
Div. of Conservation & Resources Enforcement	01	Clerical Services Office	
Div. of Conservation & Resources Enforcement	02	Staff Development Office	
Div. of Conservation & Resources Enforcement	03	Hunter Education Office	
Div. of Conservation & Resources Enforcement	04	Investigations Office	
Div. of Conservation & Resources Enforcement	05	Program Support Office	
Div. of Conservation & Resources Enforcement	06	Hawaii Branch	
Div. of Conservation & Resources Enforcement	06	Hawaii Branch	01
Div. of Conservation & Resources Enforcement	06	Hawaii Branch	02
Div. of Conservation & Resources Enforcement	06	Hawaii Branch	03
Div. of Conservation & Resources Enforcement	07	Maui Branch	
Div. of Conservation & Resources Enforcement	07	Maui Branch	01
Div. of Conservation & Resources Enforcement	07	Maui Branch	02
Div. of Conservation & Resources Enforcement	07	Maui Branch	03
Div. of Conservation & Resources Enforcement	07	Maui Branch	04
Div. of Conservation & Resources Enforcement	08	Kauai Branch	
Div. of Conservation & Resources Enforcement	08	Kauai Branch	01
Div. of Conservation & Resources Enforcement	08	Kauai Branch	02
Div. of Conservation & Resources Enforcement	09	Oahu Branch	
State Historic Preservation Division			
State Historic Preservation Division	01	Clerical Services	
State Historic Preservation Division	02	Historical and Cultural Branch	
State Historic Preservation Division	03	Archaeological Branch	
State Historic Preservation Division	03	Archaeological Branch	01
State Historic Preservation Division	03	Archaeological Branch	02
State Historic Preservation Division	03	Archaeological Branch	03
State Historic Preservation Division	03	Archaeological Branch	04
State Historic Preservation Division	03	Archaeological Branch	05
State Historic Preservation Division	03	Archaeological Branch	06
State Historic Preservation Division	03	Archaeological Branch	
Division of Boating & Ocean Recreation			
Division of Boating & Ocean Recreation	01	Staff Services Office	
Division of Boating & Ocean Recreation	01	Staff Services Office	01
Division of Boating & Ocean Recreation	01	Staff Services Office	01
Division of Boating & Ocean Recreation	01	Staff Services Office	02
Division of Boating & Ocean Recreation	02	Planning and Coordination Office	
Division of Boating & Ocean Recreation	02	Planning and Coordination Office	01

Division of Boating & Ocean Recreation	02	Planning and Coordination Office	02
Division of Boating & Ocean Recreation	03	Operations Office	
Division of Boating & Ocean Recreation		Delete? Empty Space	
Division of Boating & Ocean Recreation	04	Engineering Branch	
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	01
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	01
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	01
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	02
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	02
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	02
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	03
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	04
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	05
Division of Boating & Ocean Recreation	05	Oahu District Boating Branch	06
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	01
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	02
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	03
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	04
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	05
Division of Boating & Ocean Recreation	06	Maui District Boating Branch	06
Division of Boating & Ocean Recreation	07	Kauai District Boating Branch	
Division of Boating & Ocean Recreation	07	Kauai District Boating Branch	01
Division of Boating & Ocean Recreation	07	Kauai District Boating Branch	02
Division of Boating & Ocean Recreation	07	Kauai District Boating Branch	03
Division of Boating & Ocean Recreation	07	Kauai District Boating Branch	04
Division of Boating & Ocean Recreation	07	Kauai District Boating Branch	05
Division of Boating & Ocean Recreation	08	Hawaii District Boating Branch	
Division of Boating & Ocean Recreation	08	Hawaii District Boating Branch	01
Division of Boating & Ocean Recreation	08	Hawaii District Boating Branch	02
Division of Boating & Ocean Recreation	08	Hawaii District Boating Branch	03
Division of Boating & Ocean Recreation	08	Hawaii District Boating Branch	04
Division of Boating & Ocean Recreation	08	Hawaii District Boating Branch	05
Engineering Division			
Engineering Division	01	Project Planning & Management Branch	
Engineering Division	01	Project Planning & Management Branch	01
Engineering Division	01	Project Planning & Management Branch	02
Engineering Division	01	Project Planning & Management Branch	03
Engineering Division	02	Design, Inspection & Safety Branch	
Engineering Division	02	Design, Inspection & Safety Branch	01
Engineering Division	02	Design, Inspection & Safety Branch	02
Engineering Division	02	Design, Inspection & Safety Branch	03
Engineering Division	02	Design, Inspection & Safety Branch	03
Engineering Division	02	Design, Inspection & Safety Branch	03

Office of the Chairperson

Office of the Deputy

Commission on Water Resource Management

01	Survey Branch	
01	Survey Branch	01
01	Survey Branch	02
02	Planning Branch	
03	Ground Water Regulation Branch	
03	Ground Water Regulation Branch	01
03	Ground Water Regulation Branch	02
03	Ground Water Regulation Branch	03
03	Ground Water Regulation Branch	04
04	Stream Protection and Management Branch	
04	Stream Protection and Management Branch	01
04	Stream Protection and Management Branch	02
04	Stream Protection and Management Branch	

State - County Functions Working Group (TAT)

Admin / Research

Revision of Statutes

Systems Office

Library

Public Access Room

Fiscal Office			
Fiscal Office	01	Accounting Unit	
Fiscal Office	02	Payroll Unit	
Fiscal Office	03	Vouchering Unit	
Fiscal Office		Delete? Empty Space	
Administrative Services Office			
Administrative Services Office	01	Planning and Research Unit	
Administrative Services Office	02	Operating Budget Unit	
Administrative Services Office	03	Procurement and Contracts Unit	
Administrative Services Office	04	Management Information System Unit	
Administrative Services Office	05	Office Services Unit	
Administrative Services Office		Delete? Empty Space	
Training & Staff Develop. Office			
Training & Staff Develop. Office	01	Administrative Programs and Support Unit	
Training & Staff Develop. Office	02	Firearms Unit	
Training & Staff Develop. Office	03	Law Enforcement Unit	
Training & Staff Develop. Office	04	Corrections Unit	
Training & Staff Develop. Office		Delete? Empty Space	
Personnel Management Office			
Personnel Management Office	01	Labor Relations Unit	
Personnel Management Office	02	Staffing and Technical Services Unit	
Personnel Management Office	03	Employee Relations/Transactions Unit	
Personnel Management Office		Delete? Empty Space	
Narcotics Enforcement Division			
Narcotics Enforcement Division	01	Office Services Staff	
Narcotics Enforcement Division	02	Diversion Branch	
Narcotics Enforcement Division	03	Enforcement Branch	
Sheriff Division			
Sheriff Division	01	Program Development Section	
Sheriff Division	02	Staff Services Section	
Sheriff Division	03	Executive Protection Section	
Sheriff Division	03	Executive Protection Section	01
Sheriff Division	04	Capitol Patrol Section	
Sheriff Division	04	Capitol Patrol Section	01
Sheriff Division	04	Capitol Patrol Section	02
Sheriff Division	05	Circuit Court Section	
Sheriff Division	05	Circuit Court Section	01
Sheriff Division	05	Circuit Court Section	02
Sheriff Division	05	Circuit Court Section	03
Sheriff Division	06	District Court Section	
Sheriff Division	06	District Court Section	01
Sheriff Division	06	District Court Section	02
Sheriff Division	07	Special Operations Section	
Sheriff Division	07	Special Operations Section	01
Sheriff Division	07	Special Operations Section	02

Sheriff Division	07	Special Operations Section	03
Sheriff Division	07	Special Operations Section	04
Sheriff Division	08	Records Section	
Sheriff Division	08	Records Section	01
Sheriff Division	08	Records Section	02
Sheriff Division	08	Records Section	03
Sheriff Division	09	Airport Section	
Sheriff Division	09	Airport Section	01
Sheriff Division	09	Airport Section	02
Sheriff Division	10	Kauai Section	
Sheriff Division	10	Kauai Section	01
Sheriff Division	10	Kauai Section	02
Sheriff Division	11	Maui Section	
Sheriff Division	11	Maui Section	01
Sheriff Division	11	Maui Section	02
Sheriff Division	12	Hawaii Section	
Sheriff Division	12	Hawaii Section	01
Sheriff Division	12	Hawaii Section	02
Sheriff Division	12	Hawaii Section	03
Sheriff Division	12	Hawaii Section	04

Victim Services Coordination Office

Institutions Division			
Institutions Division	01	Halawa Correctional Facility Branch	
Institutions Division	01	Halawa Correctional Facility Branch	01
Institutions Division	01	Halawa Correctional Facility Branch	02
Institutions Division	01	Halawa Correctional Facility Branch	03
Institutions Division	01	Halawa Correctional Facility Branch	04
Institutions Division	01	Halawa Correctional Facility Branch	05
Institutions Division	02	Kulani Correctional Facility Branch	
Institutions Division	02	Kulani Correctional Facility Branch	01
Institutions Division	02	Kulani Correctional Facility Branch	02
Institutions Division	02	Kulani Correctional Facility Branch	03
Institutions Division	02	Kulani Correctional Facility Branch	04
Institutions Division	03	Oahu Community Correctional Center Branch	
Institutions Division	03	Oahu Community Correctional Center Branch	01
Institutions Division	03	Oahu Community Correctional Center Branch	02
Institutions Division	03	Oahu Community Correctional Center Branch	03
Institutions Division	03	Oahu Community Correctional Center Branch	04
Institutions Division	03	Oahu Community Correctional Center Branch	05
Institutions Division	04	Waiawa Correctional Facility Branch	
Institutions Division	04	Waiawa Correctional Facility Branch	01
Institutions Division	04	Waiawa Correctional Facility Branch	02
Institutions Division	04	Waiawa Correctional Facility Branch	03
Institutions Division	04	Waiawa Correctional Facility Branch	04
Institutions Division	05	Women's Community Correctional Center Branch	
Institutions Division	05	Women's Community Correctional Center Branch	01

Institutions Division	05	Women's Community Correctional Center Bran	02
Institutions Division	05	Women's Community Correctional Center Bran	03
Institutions Division	05	Women's Community Correctional Center Bran	04
Institutions Division	06	Kauai Community Correctional Center Branch	
Institutions Division	06	Kauai Community Correctional Center Branch	01
Institutions Division	06	Kauai Community Correctional Center Branch	02
Institutions Division	06	Kauai Community Correctional Center Branch	03
Institutions Division	07	Maui Correctional Facility Branch	
Institutions Division	07	Maui Correctional Facility Branch	01
Institutions Division	07	Maui Correctional Facility Branch	02
Institutions Division	07	Maui Correctional Facility Branch	03
Institutions Division	07	Maui Correctional Facility Branch	04
Institutions Division	08	Hawaii Community Correctional Branch	
Institutions Division	08	Hawaii Community Correctional Branch	01
Institutions Division	08	Hawaii Community Correctional Branch	02
Institutions Division	08	Hawaii Community Correctional Branch	03
Institutions Division	09	Non-State Facilities Branch	
Institutions Division	09	Non-State Facilities Branch	01
Institutions Division	09	Non-State Facilities Branch	02
Institutions Division	09	Non-State Facilities Branch	03
Healthcare Division			
Healthcare Division	01	Medical Services Branch	
Healthcare Division	01	Medical Services Branch	01
Healthcare Division	01	Medical Services Branch	02
Healthcare Division	01	Medical Services Branch	03
Healthcare Division	02	Clinical Services Branch	
Healthcare Division	02	Clinical Services Branch	01
Healthcare Division	02	Clinical Services Branch	02
Healthcare Division	02	Clinical Services Branch	03
Healthcare Division	02	Clinical Services Branch	04
Healthcare Division	02	Clinical Services Branch	05
Healthcare Division	02	Clinical Services Branch	06
Healthcare Division	02	Clinical Services Branch	07
Healthcare Division	02	Clinical Services Branch	08
Healthcare Division	03	Mental Health Branch	
Healthcare Division	03	Mental Health Branch	01
Healthcare Division	03	Mental Health Branch	02
Healthcare Division	03	Mental Health Branch	03
Healthcare Division	03	Mental Health Branch	04
Healthcare Division	03	Mental Health Branch	05
Healthcare Division	03	Mental Health Branch	06
Healthcare Division	03	Mental Health Branch	07
Healthcare Division	03	Mental Health Branch	08
Corrections Program Services Division			
Corrections Program Services Division	01	Sex Offender Treatment Services Staff	
Corrections Program Services Division	02	Office Services Staff	
Corrections Program Services Division	03	Education Services Branch	

Corrections Program Services Division	03	Education Services Branch	01
Corrections Program Services Division	03	Education Services Branch	02
Corrections Program Services Division	03	Education Services Branch	03
Corrections Program Services Division	03	Education Services Branch	04
Corrections Program Services Division	03	Education Services Branch	05
Corrections Program Services Division	03	Education Services Branch	06
Corrections Program Services Division	03	Education Services Branch	07
Corrections Program Services Division	03	Education Services Branch	08
Corrections Program Services Division	04	Library Services Branch	
Corrections Program Services Division	04	Library Services Branch	01
Corrections Program Services Division	04	Library Services Branch	02
Corrections Program Services Division	04	Library Services Branch	03
Corrections Program Services Division	04	Library Services Branch	04
Corrections Program Services Division	04	Library Services Branch	05
Corrections Program Services Division	04	Library Services Branch	06
Corrections Program Services Division	04	Library Services Branch	07
Corrections Program Services Division	04	Library Services Branch	08
Corrections Program Services Division	05	Food Services Branch	
Corrections Program Services Division	05	Food Services Branch	01
Corrections Program Services Division	05	Food Services Branch	02
Corrections Program Services Division	05	Food Services Branch	03
Corrections Program Services Division	05	Food Services Branch	04
Corrections Program Services Division	05	Food Services Branch	05
Corrections Program Services Division	05	Food Services Branch	06
Corrections Program Services Division	05	Food Services Branch	07
Corrections Program Services Division	05	Food Services Branch	08
Corrections Program Services Division	06	Substance Abuse Services Branch	
Corrections Program Services Division	06	Substance Abuse Services Branch	01
Corrections Program Services Division	06	Substance Abuse Services Branch	02
Corrections Program Services Division	06	Substance Abuse Services Branch	03
Corrections Program Services Division	07	Volunteer Services Branch	
Corrections Program Services Division	07	Volunteer Services Branch	01
Corrections Program Services Division	07	Volunteer Services Branch	02
Reentry Office			
Intake Service Center Division			
Intake Service Center Division	01	Oahu Intake Service Center Branch	
Intake Service Center Division	01	Oahu Intake Service Center Branch	01
Intake Service Center Division	01	Oahu Intake Service Center Branch	02
Intake Service Center Division	01	Oahu Intake Service Center Branch	02
Intake Service Center Division	01	Oahu Intake Service Center Branch	02
Intake Service Center Division	02	Kauai Intake Service Center Branch	
Intake Service Center Division	02	Kauai Intake Service Center Branch	01
Intake Service Center Division	02	Kauai Intake Service Center Branch	02
Intake Service Center Division	03	Maui Intake Service Center Branch	
Intake Service Center Division	03	Maui Intake Service Center Branch	01
Intake Service Center Division	03	Maui Intake Service Center Branch	02

Intake Service Center Division	04	Hawaii Intake Service Center Branch	
Intake Service Center Division	04	Hawaii Intake Service Center Branch	01
Intake Service Center Division	04	Hawaii Intake Service Center Branch	02
Correctional Industries Division			
Correctional Industries Division	01	Central Operations Branch	
Correctional Industries Division	01	Central Operations Branch	01
Correctional Industries Division	01	Central Operations Branch	02
Correctional Industries Division	01	Central Operations Branch	03
Correctional Industries Division	02	Community Workline Branch	
Correctional Industries Division	02	Community Workline Branch	01
Correctional Industries Division	02	Community Workline Branch	02
Correctional Industries Division	02	Community Workline Branch	03
Correctional Industries Division	02	Community Workline Branch	04
Correctional Industries Division	02	Community Workline Branch	05
Correctional Industries Division	03	Sales and Marketing Branch	
Correctional Industries Division	03	Sales and Marketing Branch	01
Correctional Industries Division	03	Sales and Marketing Branch	02
Correctional Industries Division	03	Sales and Marketing Branch	03
Classification Office			
Program Coordination Office			
Delete? Empty Space			
Administrative Division			
Administrative Division	01	Office Services Staff	
Administrative Division	02	Investigative Branch	
Administrative Division	03	Justice Reinvestment (JRI) Restitution Accountability	
Administrative Division			
Parole Administration Division			
Parole Administration Division	01	Pre-Parole Section	
Parole Administration Division	02	Special Support Services	
Parole Administration Division	03	Pardon/Commutation Investigation and ICE Supervis	
Parole Administration Division	04	Office Services Staff Section	
Parole Administration Division	05	Field Parole Branch	
Parole Administration Division			

Document Processing Branch

	96	03	
	96	03	
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	96	06	
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	97	OFFICE OF FISCAL SERVICES	00
	97		01
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	97		02
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	97		04
	97		04
	97		04
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EXECUTIVE OFFICE ON EARLY LEARNING	00		00
	00		00
HAWAII TEACHER STANDARDS BOARD (EXECUTIVE DIRECTOR)	00		00
	00		00
PUBLIC CHARTER SCHOOLS	00		00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	81	HONOLULU DISTRICT	00
	82	CENTRAL DISTRICT	00
	83	LEEWARD DISTRICT	00
	83	LEEWARD DISTRICT	00
	83	LEEWARD DISTRICT	00

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Maintenance Unit
Rabies Quarantine Unit
Groundskeeping Unit

Maritime Unit
Airport Military Unit
Inspector Pool

Detector Dog Staff
Permit & Compliance Staff

Keahole Airport

Kahului Airport

Lihue Airport

Registration and Technical Review Unit
Oahu Education and Certification Unit
Hawaii Education and Certification Unit
Maui Education and Certification Unit

Maui Unit
Kauai Unit
Hawaii Unit

Insectary Unit
Insectary Unit **01**
Insectary Unit **02**
Plant Pathology Unit
Quarantine/Taxonomy Unit
Hawaii District
Hawaii District **01**
Kauai District
Kauai District **01**
Maui District

Oahu District
Maui District
Kauai District
Hawaii District

Hawaii
Kauai
Maui

Manufacturing Extension Partnership Progra

ogies (HCATT) Branch

Electrical Services
Chemical Services
Water System Services
Facilities Service

Healthcare Transformation

ion

Central Hilo Unit
North Hilo Processing Center Unit
South Hilo Processing Center Unit

Kamuela-Hamakua Unit
Kamuela-Hamakua Unit **01**
North Kona 1 Unit
North Kona 2 Unit
South Kona Unit
South Kona Unit **01**

East Unit
West Unit
South Unit

Maui Public Assistance Unit
Maui Central Unit
Molokai Unit
Molokai Unit **01**

Downtown First-to-Work Unit 1
Downtown First-to-Work Unit 2
KPT Processing Center Unit
OR&L Processing Center Unit

Waianae First-to-Work Unit
Waipahu First-to-Work Unit
Kapolei Processing Center Unit
Waianae Processing Center Unit

Kailua First-to-Work Unit
Wahiawa First-to-Work Unit
Wahiawa Processing Center Unit
Waipahu Processing Center Unit
Koolau Processing Center Unit

Pohulani Processing Center Unit
Child Care Licensing Unit 1

Child Care Licensing Unit 2

Molokai Unit

Kapolei MQD Unit

Oahu Applications Unit 1

Oahu Applications Unit 2

Oahu Ongoing Unit 1

Oahu Ongoing Unit 2

Oahu Ongoing Unit 3

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Oahu Adult Intake Unit

Oahu Adult Protective and Community Servic

Oahu Adult Protective and Community Servic

East Hawaii Child Welfare Services Unit 1

East Hawaii Child Welfare Services Unit 2

East Hawaii Child Welfare Services Unit 3

West Hawaii Child Welfare Services Unit 1

West Hawaii Child Welfare Services Unit 2

Central Child Welfare Services Unit 1

Central Child Welfare Services Unit 2

Central Child Welfare Services Unit 3

Maui East Child Welfare Services Unit 1

Maui West Child Welfare Services Unit 2

Molokai/Lanai Child Welfare Services Unit

Molokai/Lanai Child Welfare Services Unit **01**

Oahu Child Welfare Services Unit 1

Oahu Child Welfare Services Unit 2

Oahu Special Services Unit 1

Oahu Special Services Unit 2

West Oahu Child Welfare Services Unit 1

West Oahu Child Welfare Services Unit 2

West Oahu Child Welfare Services Unit 3

West Oahu Child Welfare Services Unit 4

Intake Unit 1

Intake Unit 2

Resource Home Licensing Unit

Closed Files Unit

Federal Payment Programs Eligibility Unit

East Oahu Child Welfare Services Unit 1

East Oahu Child Welfare Services Unit 2

East Oahu Child Welfare Services Unit 3

East Oahu Child Welfare Services Unit 4

Construction & Maintenance Unit

Farm Unit

Food Service Unit

Expenditure Section
Revenue Section

Receiving Station
Abstracting Section
Indexing Section

Receiving Station
Abstracting Section
Document Review Section 1
Document Review Section 2
Document Review Section 3
Document Review Section 4
Document Review Section 5
Document Review Section 6

Reproduction Section
Clerical Section

Land Acquisition/Disposition Staff
Technical Services
Technical Services
Abstract and Documentation Staff

Commercial Fishery Section
Commercial Fishery Section **01**
Resources Enhancement Section
Resources Enhancement Section **01**
ch
Aquatic Resources Information & Education Section
Invasive Species & Mitigation Section

Marine Recreational Fishery Section
Freshwater Recreational Fishery Section

1
Branch
Clerical Services
Forests Resources Management Section
Forests Resources Management Section **01**
Forests Resources Management Section **02**
Forests Resources Management Section **03**
Forests Resources Management Section **04**
Field Operations Section
Field Operations Section **01**
Field Operations Section **02**
Field Operations Section **03**
Field Operations Section **03**
Field Operations Section **03**
Field Operations Section **04**
East Wildlife Resources Management Section
West Wildlife Resources Management Section
Outdoor Recreation Section
Native Ecosystem Protection & Management
Management Branch
Clerical Services
Forests Resources Management Section
Field Operations Section
Field Operations Section **01**

Field Operations Section **02**
 Field Operations Section **03**
 Field Operations Section **04**
 Wildlife Resources Management Section
 Outdoor Recreation Section
 Native Ecosystem Protection & Management
 nch
 Forests Resources Management Section
 Forests Resources Management Sectio**01**
 Field Operations Section
 Field Operations Section **01**
 Field Operations Section **02**
 Field Operations Section **03**
 Wildlife Resources Management Section
 Outdoor Recreation Section
 Native Ecosystem Protection & Management
 nch
 Clerical Services
 Forests Resources Management Section
 Forests Resources Management Sectio**01**
 Field Operations Section
 Field Operations Section **01**
 Field Operations Section **02**
 Field Operations Section **03**
 Wildlife Resources Management Section
 Outdoor Recreation Section
 Native Ecosystem Protection & Management

Staff Services
 Interpretive Program Staff
 Heritage Conservation Recreation Service Sta
 Project Control Staff

Hawaii Parks Section
 Hawaii Parks Section **01**
 Hawaii Parks Section **02**
 Hawaii Parks Section **02**
 Hawaii Parks Section **02**
 Hawaii Parks Section **03**
 Hawaii Parks Section **03**
 Hawaii Parks Section **03**
 Hawaii Parks Section **03**
 Kauai Parks Section
 Kauai Parks Section **01**

Kauai Parks Section	02
Kauai Parks Section	03
Maui Parks Section	
Maui Parks Section	01
Maui Parks Section	02
Maui Parks Section	03
Oahu Parks Section	
Oahu Parks Section	01
Oahu Parks Section	02
Oahu Parks Section	03

West Hawaii District
East Hawaii District
North Hawaii District

East Maui District
West Maui District
Molokai District
Lanai District

East Kauai District
West Kauai District

Kauai Archaeological Section
Maui Archaeological Section
Kahoolawe/Molokai/Lanai Archaeological Se
Hawaii Archaeological Section
Oahu Archaeological Section
Inter-Agency Archaeological Section

Program Services Staff	
Program Services Staff	01
Fiscal Staff	

Revenue Enhancement Section

Planning & Coordination Section

Ala Wai Section
Ala Wai Section **01**
Ala Wai Section **02**
Keehi Section
Keehi Section **01**
Keehi Section **02**
Haleiwa Section
Heeia-Kea Section
Waianae Section
Maintenance Section

Offices Services Unit
Lahaina/Mala Section
Maalaea/Kihei Section
Lanai Section
Molokai Section
Maintenance Section

Offices Services Unit
Nawiliwili Section
Hanalei Section
Port Allen Section
Maintenance Section

Offices Services Unit
Kailua-Kona/Keauhou Section
Honokohau/Kawaihae Section
Hilo Section
Maintenance Section

Project Planning Section
Project Management Section
Mineral Resources Section

Design Section
Inspection Section
Flood Control/Dam Safety Section
Flood Control/Dam Safety Section **01**
Flood Control/Dam Safety Section **02**

Water Resource Investigation Section
Water Resource Assessment Section

Ground Water Regulation Section
Ground Water Infrastructure Section
Ground Water Protection Section
Enforcement Section

Instream Use Protection Section
Surface Water Regulation Section
Delete? Empty Space

Executive Security Unit

Patrol Unit
Dispatch Unit

Patrol Unit
Cellblock Unit
Supreme Court Unit

Patrol Unit
Cellblock Unit

Fugitive Unit
Canine Unit

Prisoner Transport Unit
Clerical Support Staff

Receiving Desk Unit
Records Unit
Evidence Unit

Patrol Unit
Clerical Support Staff

Patrol/Cellblock Unit
Accounting/Clerical Support Staff

Patrol/Cellblock Unit
Accounting/Clerical Support Staff

Hilo Unit
Accounting/Clerical Support Staff
Kona Unit
Accounting/Clerical Support Staff

Office Services Section
Residency Section
Offender Services Section
Security Section
Operating Services Section

Office Services Section
Offender Services Section
Security Section
Operating Services Section

Office Services Section
Residency Section
Offender Services Section
Security Section
Operating Services Section

Office Services Section
Offender Services Section
Security Section
Operating Services Section

Office Services Section

Offender Services Section
Security Section
Operating Services Section

Office Services Section
Offender Services Section
Operating Services Section

Office Services Section
Offender Services Section
Security Section
Operating Services Section

Office Services Section
Offender Services Section
Operating Services Section

Office Services Section
Contract Monitoring Section
Security Threat Group Section

Halawa Medical Services Section
Oahu Medical Services Section
Hawaii Medical Services Section

Halawa Clinical Services Section
Oahu Clinical Services Section
Waiawa Clinical Services Section
Women's Clinical Services Section
Kauai Clinical Services Section
Maui Clinical Services Section
Hawaii Clinical Services Section
Kulani Clinical Services Section

Halawa Mental Health Section
Oahu Mental Health Section
Waiawa Mental Health Section
Women's Mental Health Section
Kauai Mental Health Section
Maui Mental Health Section
Hawaii Mental Health Section
Kulani Mental Health Section

Halawa Education Services Section
Oahu Education Services Section
Waiawa Education Services Section
Women's Education Services Section
Kauai Education Services Section
Maui Education Services Section
Hawaii Education Services Section
Kulani Education Services Section

Halawa Library Services Section
Oahu Library Services Section
Waiawa Library Services Section
Women's Library Services Section
Kauai Library Services Section
Maui Library Services Section
Hawaii Library Services Section
Kulani Library Services Section

Halawa Food Services Section
Oahu Food Services Section
Waiawa Food Services Section
Women's Food Services Section
Kauai Food Services Section
Maui Food Services Section
Hawaii Food Services Section
Kulani Food Services Section

Residential Substance Abuse Services Section
Outpatient Substance Abuse Services Section
Substance Abuse Reintegration Services Section

Halawa Volunteer Services Section
Oahu Volunteer Services Section

Office Services Staff
Central Intake Section
Central Intake Section **01**
Central Intake Section **02**
Central Intake Section **03**

Office Services Staff
Operations Section

Office Services Staff
Operations Section

Office Services Staff
East/West Hawaii Operations Section

Print Plant Section
Furniture Plant Section
Sewing Plant Section

Canteen Section
Delivery/Warehouse Section
Special Projects Section
Agribusiness Section
Hawaii Island Operations Section

Customer Service Section
Sales Section
Marketing Section

Project

ion Section

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ASSESSMENT AND ACCOUNTABILITY B 00
01
02
COMMUNICATIONS BRANCH 00
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02
COMMUNITY ENGAGEMENT BRANCH 00
01
02
DATA GOVERNANCE AND ANALYSIS BR 00
POLICY, INNOVATION AND EVALUATIO 00
STUDENT TRANSFORMATION BRANCH 00
01
02
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AUXILIARY SERVICES BRANCH 00
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FACILITIES DEVELOPMENT BRANCH 00
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FACILITIES MAINTENANCE BRANCH 00
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SCHOOL FOOD SERVICES BRANCH 00
STUDENT TRANSPORTATION SERVICES 00
01
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CIVIL RIGHTS COMPLIANCE BRANCH 00
LEADERSHIP INSTITUTE 00
01
02
PERSONNEL ASSISTANCE BRANCH 00
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PERSONNEL DEVELOPMENT BRANCH 00
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PERSONNEL MANAGEMENT BRANCH	00
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EXTENDED LEARNING BRANCH	00
	01
	02
INSTRUCTIONAL SUPPORT BRANCH	00
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ALTERNATIVE PROGRAMS	00
EXCEPTIONAL SUPPORT BRANCH	00
	01
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STUDENT SERVICES BRANCH	00
	01
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ENTERPRISE ARCHITECTURE BRANCH	00
ENTERPRISE INFRASTRUCTURE SERVICES	00
	01
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ENTERPRISE SYSTEMS BRANCH	00
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ORG_SECTION_DESC

ORG ORG_UNIT_DESC

ORG

Entomology Subunit
Bio-Control Projects

Bio-Control Projects

Bio-Control Projects

Chemical/Mechanical Project

m (MEP)

Kohala Sub-Unit

Kau Sub-Unit

Lanai Sub-Unit

ces Unit 1
ces Unit 2

Lanai Sub-Unit

Appraisal Staff

Fishery Development Unit (Contract)

Fishery Technical Svcs

Section

Resources Management

Service Forestry

Resources Protection

Central Tree Nursery

Building Construction and Maintenance

Equipment Maintenance and Repair

Equipment Operations Field Crew Section

Equipment Operations Field Crew Section

Equipment Operations Field Crew Section

West Hawaii Field Crew Section

01 Equipment Operations

02 East Hawaii Field Crew

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t Section

Equipment Operations

Field Crew
Equipment/Structure/Baseyard/Maintenance
Molokai

t Section

Resources Management

Equipment Operations
Equipment/Structure/Baseyard/Maintenance
Field Crew

t Section

Resources Protection

Equipment Operations
Equipment/Structure/Baseyard/Maintenance
Field Crew

t Section

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Wailoa Center Unit
East Hawaii Unit
East Hawaii Unit
East Hawaii Unit
West Oahu Unit
West Oahu Unit
West Oahu Unit
West Oahu Unit

- 01** Wailoa River Sub-Unit
- 02** East Hawaii Field Operations

- 01** Kona Sub Unit
- 02** Hapuna Sub-Unit
- 03** Lapakahi Sub-Unit

West Kauai Unit

East Kauai Unit
Construction & Maintenance Unit

Field Operations Unit
Waianapanapa Unit
Molokai Parks Unit

State Monuments Unit
East Oahu Unit
West Oahu Unit

ction

Boating Registration Section

Boating & Facilities Operations Unit
Clerical Services Unit

Boating & Facilities Operations Unit
Clerical Services Unit

Flood Control
Dam Safety

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Assessment and Classification Unit
Court Unit
Supervision Unit

FARRINGTON COMPLEX

KALANI COMPLEX

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01	DOLE MIDDLE	00
03	FARRINGTON HIGH	00
04	FARRINGTON LEARNING	00
05	FERN ELEMENTARY	00
06	KAEWAI ELEMENTARY	00
07	KALAKAUA MIDDLE	00
08	KALIHI ELEMENTARY	00
09	KALIHI-KAI ELEMENTARY	00
10	KALIHI-UKA ELEMENTARY	00
11	KALIHI-WAENA ELEMENTARY	00
12	KAPALAMA ELEMENTARY	00
13	LINAPUNI ELEMENTARY	00
14	PUUHALE ELEMENTARY	00
15	FARRINGTON COMMUNITY	00
00		00

KAISER COMPLEX

01 KAHALA ELEMENTARY 00
02 KAIMUKI MIDDLE 00
03 KALANI HIGH 00
04 KALANI LEARNING SUPP00
05 LIHOLIHO ELEMENTARY00
06 LILIUOKALANI ELEMENT00
07 WAIKIKI ELEMENTARY 00
08 WILSON ELEMENTARY 00
09 HAWAII SCHOOL FOR TI00
00 00

SCHOOL BASED BEHAVIORAL HEALTH

01 AINA HAINA ELEMENTA00
02 HAHAIONE ELEMENTAR00
03 KAISER HIGH 00
04 KAISER LEARNING SUPP00
05 KAMILOIKI ELEMENTAR00
06 KOKO HEAD ELEMENTA00
07 NIU VALLEY MIDDLE 00
08 WAILUPE VALLEY ELEM00
00 00

SPECIAL SERVICES

01 FARRINGTON COMPLEX00
02 MCKINLEY COMPLEX 00
03 ROOSEVELT COMPLEX 00
04 KAIMUKI COMPLEX 00
05 KALANI COMPLEX 00
06 KAISER COMPLEX 00
00 00

MCKINLEY COMPLEX

01 FARRINGTON COMPLEX00
02 MCKINLEY COMPLEX 00
03 ROOSEVELT COMPLEX 00
04 KAIMUKI COMPLEX 00
05 KALANI COMPLEX 00
06 KAISER COMPLEX 00
00 00

ROOSEVELT COMPLEX

01 CENTRAL MIDDLE 00
02 KAAHUMANU ELEMENT00
03 KAIULANI ELEMENTARY00
04 KAULUWELA ELEMENT/00
05 LANAKILA ELEMENTARY00
06 LIKELIKE ELEMENTARY 00
08 MCKINLEY HIGH 00
09 MCKINLEY LEARNING SI00
10 ROYAL ELEMENTARY 00
11 MCKINLEY COMMUNIT'00
00 00
01 ANUENUE ELEMENTAR'00
02 KAWANANAKOA MIDDIO0

KAIMUKI COMPLEX

AUTISM
SPECIAL EDUCATION

MOANALUA COMPLEX

RADFORD COMPLEX

- 03 LINCOLN ELEMENTARY 00
- 04 MAEMAE ELEMENTARY 00
- 05 MANOA ELEMENTARY 00
- 06 NOELANI ELEMENTARY 00
- 07 NUUANU ELEMENTARY 00
- 08 PAUOA ELEMENTARY 00
- 09 ROOSEVELT HIGH 00
- 10 ROOSEVELT LEARNING 00
- 11 STEVENSON MIDDLE 00
- 00 00
- 01 ALA WAI ELEMENTARY 00
- 02 ALIOLANI ELEMENTARY 00
- 03 HOKULANI ELEMENTARY 00
- 04 JARRETT MIDDLE 00
- 05 JEFFERSON ELEMENTARY 00
- 07 KAIMUKI HIGH 00
- 08 KAIMUKI LEARNING 00
- 09 KUHIO ELEMENTARY 00
- 10 LUNALILO ELEMENTARY 00
- 11 PALOLO ELEMENTARY 00
- 12 WASHINGTON MIDDLE 00
- 00 00
- 00 00
- 01 FARRINGTON COMPLEX 00
- 03 ROOSEVELT COMPLEX 00
- 04 KAIMUKI COMPLEX 00
- 05 KALANI COMPLEX 00
- 06 KAISER COMPLEX 00
- 00 00
- 00 00
- 01 MOANALUA ELEMENTARY 00
- 02 MOANALUA HIGH 00
- 03 MOANALUA LEARNING 00
- 04 MOANALUA MIDDLE 00
- 06 RED HILL ELEMENTARY 00
- 07 SALT LAKE ELEMENTARY 00
- 08 SHAFTER ELEMENTARY 00
- 09 MOANALUA COMMUNITY 00
- 00 00
- 01 ALIAMANU ELEMENTARY 00
- 02 ALIAMANU MIDDLE 00
- 03 HICKAM ELEMENTARY 00
- 04 MAKALAPA ELEMENTARY 00
- 05 MOKULELE ELEMENTARY 00
- 06 NIMITZ ELEMENTARY 00
- 07 PEARL HARBOR ELEMENTARY 00
- 08 PEARL HARBOR KAI ELEMENTARY 00

	09	RADFORD HIGH	00
	10	RADFORD LEARNING SU	00
AIEA COMPLEX	00		00
	01	AIEA ELEMENTARY	00
	02	AIEA HIGH	00
	03	AIEA INTERMEDIATE	00
	04	AIEA LEARNING SUPPOI	00
	05	PEARL RIDGE ELEMENT.	00
	06	SCOTT ELEMENTARY	00
	07	WAIMALU ELEMENTAR	00
	08	WEBLING ELEMENTARY	00
AUTISM	00		00
SCHOOL BASED BEHAVIORAL HEALTH	00		00
STUDENT SUPPORT SERVICES AIEA/MOANALUA/RADFORD	00		00
	00		00
MILILANI COMPLEX	00		00
	01	KIPAPA ELEMENTARY	00
	02	MILILANI HIGH	00
	03	MILILANI IKE ELEMENT	00
	04	MILILANI LEARNING SU	00
	05	MILILANI MIDDLE	00
	06	MILILANI MAUKA ELEM	00
	07	MILILANI UKA ELEMENT	00
	08	MILILANI WAENA ELEM	00
	00		00
LEILEHUA COMPLEX	01	INOUYE ELEMENTARY	00
	02	HELEMANO ELEMENTA	00
	03	ILIAHI ELEMENTARY	00
	04	KAALA ELEMENTARY	00
	05	KUNIA ELEMENTARY	00
	06	LEILEHUA HIGH	00
	07	LEILEHUA LEARNING SU	00
	08	SOLOMON ELEMENTAR	00
	10	WAHIAWA ELEMENTAR	00
	11	WAHIAWA MIDDLE	00
	12	WHEELER ELEMENTARY	00
	13	WHEELER MIDDLE	00
	14	WAHIAWA COMMUNIT	00
	00		00
WAIALUA COMPLEX	01	HALEIWA ELEMENTARY	00
	02	WAIALUA ELEMENTARY	00
	03	WAIALUA HIGH & INTE	00
	04	WAIALUA LEARNING SU	00
AUTISM	00		00
SCHOOL BASED BEHAVIORAL HEALTH	00		00
STUDENT SUPPORT SERVICES LEILEHUA/MILILANI/WAIALUA	00		00
	00		00

CAMPBELL COMPLEX

00 00
01 CAMPBELL HIGH 00
02 CAMPBELL LEARNING S 00
03 EWA BEACH ELEMENTA 00
04 EWA ELEMENTARY 00
05 EWA MAKAI MIDDLE 00
06 HOLOMUA ELEMENTAR 00
07 ILIMA INTERMEDIATE 00
08 IROQUOIS POINT ELEM 00
09 KAIMILOA ELEMENTAR 00
10 KEONE'ULA ELEMENTAI 00
11 POHAKEA ELEMENTARY 00

KAPOLEI COMPLEX

00 00
01 BARBERS POINT ELEME 00
02 KAPOLEI ELEMENTARY 00
03 KAPOLEI HIGH 00
04 KAPOLEI LEARNING SUF 00
05 KAPOLEI MIDDLE 00
06 MAKAKILO ELEMENTAR 00
07 MAUKA LANI ELEMENT. 00
08 HO'OKELE ELEMENTAR 00
09 EAST KAPOLEI MIDDLE 00
10 KAPOLEI COMMUNITY S 00

STUDENT SUPPORT SERVICES CAMPBELL/KAPOLEI

00 00
00 00

PEARL CITY COMPLEX

00 00
01 KANOELANI ELEMENTA 00
02 LEHUA ELEMENTARY 00
03 MANANA ELEMENTARY 00
04 MOMILANI ELEMENTAF 00
05 PALISADES ELEMENTAR 00
06 PEARL CITY ELEMENTAF 00
07 PEARL CITY HIGH 00
08 HIGHLANDS INTERMED 00
09 PEARL CITY HIGHLANDS 00
10 PEARL CITY LEARNING S 00

WAIPAHU COMPLEX

11 WAI'AU ELEMENTARY 00
00 00
01 AUGUST AHRENS ELEM 00
02 HONOWAI ELEMENTAR 00
03 KALEIOPUU ELEMENTAI 00
04 WAIKELE ELEMENTARY 00
06 WAIPAHU ELEMENTAR 00
07 WAIPAHU HIGH 00
08 WAIPAHU INTERMEDIA 00
09 WAIPAHU LEARNING SU 00
10 ROYAL KUNIA 00

AUTISM	11	WAIPAHU COMMUNITY	00
STUDENT SUPPORT SERVICES PEARL CITY/WAIPAHU	00		00
	00		00
NANAKULI COMPLEX	00		00
	01	NANAIKAPONO ELEMEN	00
	02	NANAKULI ELEMENTAR	00
	03	NANAKULI HIGH & INTE	00
	04	NANAKULI LEARNING SI	00
WAIANAE COMPLEX	00		00
	01	LEIHOKU ELEMENTARY	00
	02	MAILI ELEMENTARY	00
	03	MAKAHA ELEMENTARY	00
	04	WAIANAE ELEMENTARY	00
	05	WAIANAE HIGH	00
	06	WAIANAE INTERMEDIA	00
	07	WAIANAE LEARNING SL	00
	08	WAIANAE COMMUNITY	00
SCHOOL BASED BEHAVIORAL HEALTH	00		00
	00		00
CASTLE COMPLEX	00		00
	01	AHUIMANU ELEMENTA	00
	02	CASTLE HIGH	00
	03	CASTLE LEARNING SUPP	00
	04	HEEIA ELEMENTARY	00
	05	KAHALUU ELEMENTARY	00
	06	KANEOHE ELEMENTARY	00
	07	KAPUNAHALA ELEMEN	00
	08	KING INTERMEDIATE	00
	09	PARKER ELEMENTARY	00
	10	PUOHALA ELEMENTARY	00
	11	WAIAHOLE ELEMENTAF	00
KAHUKU COMPLEX	00		00
	01	HAUULA ELEMENTARY	00
	02	KAAAWA ELEMENTARY	00
	03	KAHUKU ELEMENTARY	00
	04	KAHUKU HIGH & INTER	00
	05	KAHUKU LEARNING SUF	00
	06	LAIE ELEMENTARY	00
	07	SUNSET BEACH ELEMEN	00
SCHOOL BASED BEHAVIORAL HEALTH	00		00
	01	KAILUA COMPLEX	00
	02	KALAHEO COMPLEX	00
	03	CASTLE COMPLEX	00
	04	KAHUKU COMPLEX	00
SPECIAL EDUCATION/SPECIAL SERVICES	00		00
	03	CASTLE COMPLEX	00

	04	KAHUKU COMPLEX	00
	00		00
KAILUA COMPLEX	00		00
	01	ENCHANTED LAKE ELEM	00
	02	KAELEPULU ELEMENTA	00
	03	KAILUA HIGH	00
	04	KAILUA LEARNING SUPP	00
	05	KEOLU ELEMENTARY	00
	06	MAUNAWILI ELEMENTA	00
	07	POPE ELEMENTARY	00
	08	WAIMANALO ELEM & II	00
KALAHEO COMPLEX	00		00
	01	AIKAHI ELEMENTARY	00
	02	KAILUA ELEMENTARY	00
	03	KAILUA INTERMEDIATE	00
	04	KAINALU ELEMENTARY	00
	05	KALAHEO HIGH	00
	06	KALAHEO LEARNING SU	00
	07	MOKAPU ELEMENTARY	00
	08	WINDWARD COMMUN	00
AUTISM	00		00
SPECIAL EDUCATION/SPECIAL SERVICES	00		00
	01	KAILUA COMPLEX	00
	02	KALAHEO COMPLEX	00
	00		00
WAIAKEA COMPLEX	00		00
	01	WAIAKEA ELEMENTARY	00
	02	WAIAKEA HIGH	00
	03	WAIAKEA INTERMEDIA	00
	04	WAIAKEA LEARNING SU	00
	05	WAIAKEAWAENA ELEM	00
	06	WAIPAHU COMMUNITY	00
HILO COMPLEX	00		00
	01	DE SILVA ELEMENTARY	00
	02	HAAHEO ELEMENTARY	00
	04	HILO HIGH	00
	05	HILO INTERMEDIATE	00
	06	HILO UNION ELEMENTA	00
	07	HILO LEARNING SUPPO	00
	08	KALANIANAOLE ELEM 8	00
	09	KAPIOLANI ELEMENTAR	00
	10	KAUMANA ELEMENTAR	00
	11	KEAUKAHA ELEMENTAF	00
AUTISM	00		00
EAST HAWAII REGIONAL SPED OFFICE	00		00
	01	WAIAKEA COMPLEX	00
	02	HILO COMPLEX	00

SCHOOL BASED BEHAVIORAL HEALTH, EAST/WEST HAWAII	00	00
	01 EAST	00
	02 WEST	00
	00	00
KAU COMPLEX	00	00
	01 KA'U HIGH & PAHALA E	00
	02 KAU/KEAAU/PAHOA LE.	00
	08 NAALEHU ELEMENTARY	00
KEAAU COMPLEX	00	00
	03 KEAAU ELEMENTARY	00
	04 KEAAU HIGH	00
	05 KEEAU MIDDLE	00
	07 MOUNTAIN VIEW ELEM	00
PAHOA COMPLEX	00	00
	06 KEONEPOKO ELEMENTA	00
	10 PAHOA ELEMENTARY	00
	11 PAHOA HIGH & INTERM	00
ATHLETICS AND STUDENT ACTIVITIES	00	00
SOUTH HAWAII REGIONAL SPED OFFICE	00	00
	00	00
KOHALA COMPLEX	00	00
	01 KOHALA ELEMENTARY	00
	02 KOHALA HIGH	00
	03 KOHALA MIDDLE	00
	04 KOHALA LEARNING SUP	00
KEALAKEHE COMPLEX	00	00
	01 HOLUALOA ELEMENTAF	00
	02 WAIKOLOA ELEMENTAF	00
	03 KEALAKEHE ELEMENTAI	00
	04 KEALAKEHE HIGH	00
	05 KEALAKEHE INTERMEDI	00
	06 KEALAKEHE LEARNING	00
	07 WAIPAHU COMMUNITY	00
KONAWAENA COMPLEX	00	00
	01 HONAUNAU ELEMENTA	00
	02 HOOKENA ELEMENTAR	00
	03 KE KULA O'EHUNUIKAI	00
	05 KONAWAENA ELEMENT	00
	06 KONAWAENA HIGH	00
	07 KONAWAENA LEARNIN	00
	08 KONAWAENA MIDDLE	00
	09 KAHAKAI ELEMENTARY	00
HONOKAA COMPLEX	00	00
	01 HONOKAA ELEMENTAR	00
	02 HONOKAA HIGH & INTE	00
	03 HONOKAA LEARNING S	00
	04 PAAUILO ELEMENTARY	00

NORTH HAWAII REGIONAL SPED OFFICE	06	WAIMEA ELEMENTARY	00
	00		00
	01	KOHALA/HONOKAA CO	00
WEST HAWAII REGIONAL SPED OFFICE	00		00
	01	KEALAKEHE COMPLEX	00
	02	KONAWAENA COMPLEX	00
	00		00
BALDWIN COMPLEX	00		00
	01	BALDWIN HIGH	00
	02	BALDWIN LEARNING SU	00
	03	IAO INTERMEDIATE	00
	05	MAUI COMMUNITY SCH	00
	07	WAIHEE ELEMENTARY	00
	08	WAILUKU ELEMENTARY	00
	09	PUU KUKUI ELEMENTAR	00
	00		00
MAUI COMPLEX	01	POMAIKAI ELEMENTAR	00
	02	KAHULUI ELEMENTARY	00
	03	KAMALII ELEMENTARY	00
	04	KIHEI ELEMENTARY	00
	05	LIHIKAI ELEMENTARY	00
	06	LOKELANI INTERMEDIA	00
	07	MAUI HIGH	00
	08	MAUI LEARNING SUPPC	00
	09	MAUI WAENA INTERME	00
	00		00
KEKAULIKE COMPLEX	01	HAIKU ELEMENTARY	00
	02	KALAMA INTERMEDIAT	00
	03	KEKAULIKE HIGH	00
	04	KEKAULIKE LEARNING S	00
	05	KULA ELEMENTARY	00
	06	MAKAWAO ELEMENTAR	00
	07	PAIA ELEMENTARY	00
	08	PUKALANI ELEMENTAR	00
	00		00
ATHLETICS	00		00
EDUCATIONAL TECHNOLOGY	00		00
SCHOOL BASED BEHAVIORAL HEALTH	00		00
	01	BALDWIN COMPLEX	00
	02	KEKAULIKE COMPLEX	00
	03	INTENSIVE LEARNING C	00
SPECIAL EDUCATION	00		00
	01	BALDWIN COMPLEX	00
	02	MAUI COMPLEX	00
	03	KEKAULIKE COMPLEX	00
	00		00
LAHAINALUNA COMPLEX	00		00
	01	KAMEHAMEHA III ELEM	00

	02	LAHAINA INTERMEDIAT	00
	03	LAHAINA LEARNING SU	00
	04	LAHAINALUNA HIGH	00
	06	NAHIENAENA ELEMENT	00
HANA COMPLEX	00		00
	01	HANA LEARNING SUPP	00
	02	HANA HIGH & ELEMENT	00
MOLOKAI COMPLEX	00		00
	01	KAUNAKAKAI ELEMENT	00
	02	KILOHANA ELEMENTAR	00
	03	MAUNALOA ELEMENTA	00
	04	MOLOKAI HIGH	00
	05	MOLOKAI LEARNING SL	00
	06	MOLOKAI MIDDLE	00
LANAI COMPLEX	00		00
	01	LANAI HIGH & ELEMEN	00
	02	LANAI LEARNING SUPP	00
ATHLETICS	00		00
EDUCATIONAL TECHNOLOGY	00		00
SPECIAL EDUCATION	00		00
	01	LAHAINALUNA COMPLE	00
	02	HANA COMPLEX	00
	03	MOLOKAI COMPLEX	00
	04	LANAI COMPLEX	00
	00		00
KAUAI COMPLEX	00		00
	02	KAMAKAHELEI MIDDLE	00
	04	KAUAI HIGH	00
	05	KAUMUALII ELEMENTA	00
	06	KOLOA ELEMENTARY	00
	07	WILCOX ELEMENTARY	00
	08	KAUAI LEARNING SUPP	00
	09	KAUAI COMMUNITY SC	00
WAIMEA COMPLEX	00		00
	01	ELEELE ELEMENTARY	00
	02	KEKAHA ELEMENTARY	00
	03	NIIHAU HIGH & ELEMEN	00
	04	WAIMEA CANYON MID	00
	05	WAIMEA HIGH	00
	06	WAIMEA LEARNING SUI	00
	07	KALAHEO ELEMENTARY	00
KAPAA COMPLEX	00		00
	01	KAPAA LEARNING SUPP	00
	02	HANALEI ELEMENTARY	00
	03	KAPAA ELEMENTARY	00
	04	KAPAA HIGH	00
	05	KAPAA MIDDLE	00

CURRICULUM	06	KILAUEA ELEMENTARY	00
MOKIHANA SCHOOL BASED BEHAVIORAL HEALTH	00		00
SPECIAL SERVICES/SPECIAL EDUCATION	00		00
	01	KAUAI COMPLEX	00
	02	WAIMEA COMPLEX	00
	03	KAPAA COMPLEX	00
	00		00
	00		00
	00		00
ACCOUNTABILITY SECTION	00		00
ASSESSMENT SECTION	00		00
	00		00
COMMUNICATIONS SECTION	00		00
VIDEO PRODUCTION SECTION	00		00
	00		00
COMMUNITY CHILDREN'S COUNCIL OFFICE	00		00
OUT-OF-SCHOOL TIME NETWORK	00		00
	00		00
	00		00
SCHOOL IMPROVEMENT SECTION	00		00
TITLE I SECTION	00		00
	00		00
	00		00
PROJECT CONTROL SECTION	00		00
SCHOOL SUPPORT PROGRAM	00		00
	01	MAILROOM UNIT	00
	02	SCHOOL ENERGY CONSI	00
REPROGRAPHIC SECTION	00		00
	01	PRINTING UNIT	00
	00		00
	01	STANDARDS AND QUAL	00
CONSTRUCTION MANAGEMENT SECTION	00		00
	01	CONSTRUCTION MANA	00
PLANNING SECTION	00		00
	01	BUILDING INSPECTION	00
	02	PLANNING UNIT I	00
	03	PLANNING UNIT II	00
PROJECT MANAGEMENT SECTION	00		00
	01	PROJECT MANAGEMEN	00
	02	PROJECT MANAGEMEN	00
	03	PROJECT MANAGEMEN	00
	00		00
PURCHASING SERVICES SECTION	00		00
REPAIR AND MAINTENANCE ENGINEERING SECTION	00		00

REPAIR AND MAINTENANCE OPERATIONS SECTION

00		00
01	HONOLULU DISTRICT U	00
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02	CENTRAL DISTRICT UNI	00
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03	LEEWARD DISTRICT UNI	00
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04	WINDWARD DISTRICT U	00
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05	SCHOOL GROUNDS MA	00
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06	SUPPORT DISTRICT UNI	00
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ADMINISTRATIVE SECTION	00	00
FIELD OPERATIONS SECTION	00	00
	00	00
INVESTIGATIONS SECTION	00	00
LABOR RELATIONS SECTION	00	00
NEGOTIATIONS SECTION	00	00
	00	00
	00	00
PROFESSIONAL DEVELOPMENT AND EDUCATIONAL RESEARCH INSTITUTE	00	00
TEACHER INDUCTION CENTER	00	00
	00	00
HONOLULU PRO OFFICE	00	00
	01 HONOLULU CERTIFICAT	00
	02 HONOLULU CLASSIFIED	00
CENTRAL PRO OFFICE	00	00
	01 CENTRAL CERTIFICATED	00
	02 CENTRAL CLASSIFIED PF	00
LEEWARD PRO OFFICE	00	00
	01 LEEWARD CERTIFICATEI	00
	02 LEEWARD CLASSIFIED P	00
WINDWARD PRO OFFICE	00	00
	01 WINDWARD CERTIFICA'	00
	02 WINDWARD CLASSIFIED	00
HAWAII PRO OFFICE	00	00
	01 HAWAII CERTIFICATED I	00
	02 HAWAII CLASSIFIED PRC	00
MAUI PRO OFFICE	00	00
	01 MAUI CERTIFICATED PR	00
	02 MAUI CLASSIFIED PRO	00
KAUAI PRO OFFICE	00	00
	01 KAUAI CERTIFICATED PF	00
STATE PRO OFFICE	00	00
WORKERS' COMPENSATION AND EMPLOYEE BENEFITS SECTION	00	00
	01 EMPLOYEE BENEFITS UI	00
	02 WORKERS' COMPENSAT	00
	00	00
EDUCATOR EFFECTIVENESS SYSTEM SECTION	00	00
EDUCATOR QUALITY SECTION	00	00
MANAGEMENT SUPPORT SERVICES SECTION	00	00
PERFORMANCE MANAGEMENT SECTION	00	00

TRAINING AND DEVELOPMENT SECTION	00	00
	00	00
CLASSIFICATION AND COMPENSATION SECTION	00	00
	01	CLASSIFIER UNIT 00
	02	POSITION MANAGEMENI 00
EMPLOYEE RECORDS AND TRANSACTION SECTION	00	00
	01	CERTIFICATED TRANSAC 00
	02	CLASSIFIED TRANSACTIO 00
RECRUITMENT AND EMPLOYMENT SECTION	00	00
	01	CLASSIFIED/SUPPORT S 00
	02	EDUCATIONAL OFFICER 00
	03	EMPLOYEE BACKGROUI 00
	04	RECLASSIFICATION UNI' 00
	05	TEACHER RECRUITMEN' 00
	00	00
	00	00
EXTRACURRICULAR SECTION	00	00
LEARNING AND TECHNOLOGY SECTION	00	00
	00	00
CAREER READINESS SECTION	00	00
LEARNING SUPPORT SECTION	00	00
STANDARDS SUPPORT SECTION	00	00
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SPECIAL EDUCATION SECTION	00	00
SPECIAL NEEDS SECTION	00	00
	00	00
SCHOOL HEALTH SECTION	00	00
STUDENT SUPPORT SECTION	00	00
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CONSTRUCTION DESIGN SECTION	00	00
ENTERPRISE NETWORK DESIGN SECTION	00	00
ENTERPRISE NETWORK SUPPORT OFFICE	00	00
	01	ENTERPRISE NETWORK 00
	02	TELECOMMUNICATION 00
SYSTEMS INFRASTRUCTURE OFFICE	00	00
	01	SCHOOL INFRASTRUCTU 00
	02	SYSTEMS ADMINISTRAT 00
	00	00
DATA MANAGEMENT SECTION	00	00
ENTERPRISE RESOURCE PLANNING SYSTEMS OFFICE	00	00
	01	BUDGET SYSTEMS SECT 00
	02	FMS SECTION 00
	03	HUMAN RESOURCES AF 00

	04	TIME AND ATTENDANC	00
FACILITIES IT SERVICES SECTION	00		00
INSTRUCTIONAL IMPROVEMENT SYSTEMS SECTION	00		00
WEB APPLICATIONS DEVELOPMENT SECTION	00		00
	00		00
	00		00
FEDERAL SURVEY SECTION	00		00
SCHOOL PROCESS AND ANALYSIS SECTION	00		00
	00		00
INFORMATION SYSTEMS TRAINING AND SUPPORT SECTION	00		00
	01	IT INFORMATION AND S	00
	02	IT INFORMATION AND S	00
	03	IT INFORMATION AND S	00
IT MANAGERS SECTION	00		00
	00		00
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ACCOUNTING SECTION	00		00
	01	ACCOUNTING SYSTEMS	00
	02	REPORTING, ANALYSIS /	00
OPERATIONS SECTION	00		00
	01	LEAVE MANAGEMENT U	00
	02	OPERATIONS SYSTEM U	00
	03	VENDOR PAYMENT ANI	00
	00		00
BUDGET EXECUTION SECTION	00		00
BUDGET PREP SECTION	00		00
	00		00
	00		00
PROCUREMENT AND CONTRACTS SECTION	00		00
PROCUREMENT ASSISTANCE, COMPLIANCE AND TRAINING SECTION	00		00
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	01	UNIVERSITY LABORATO	00
	02	HALAU KU MANA PCS	00
	03	HALAU LOKAHI NC PCS	00
	04	MYRON B THOMPSON /	00
	05	VOYAGER PCS	00
	06	WAIALAE ELEMENTARY	00
	07	SEEQS: THE SCHOOL FO	00
	01	KAMALANI ACADEMY P	00
	01	HAWAII TECHNOLOGY /	00
	02	KAMAILE ACADEMY PC	00
	03	WAIHONA O KA NAAUA	00

04 KAPOLEI GOODWILL PC 00
05 DREAMHOUSE EWA BE.00
01 HAKIPU'U LEARNING CE 00
02 KULA O SAMUEL KAMA 00
03 LANIKAI ELEM PCS 00
10 MALAMA HONU A PCS 00
01 CONNECTIONS PCS 00
02 HAWAII ACADEMY OF A 00
03 INNOVATIONS PCS 00
04 KA UMEKE KAEO PCS 00
05 KANU O KA AINA PCS 00
06 KE ANA LA'AHANA PCS 00
07 KONA PACIFIC PCS 00
08 KUA O KA LA PCS 00
09 O NAWAHIOKALANI OP 00
10 THE VOLCANO SCHOOL 00
11 WEST HAWAII EXPLORA 00
12 WAIMEA MIDDLE PCS 00
13 NA WAI OLA PCS 00
14 LAUPAHOEHOE HI & EL 00
15 KAU LEARNING ACADEM 00
01 KIHEI HIGH NC PCS 00
02 KUALAPUU ELEM PCS 00
01 KANUIKAPONO PCS 00
02 KAWAIKINI PCS 00
03 KULA AUPUNI NIIHAU P 00
05 KULA NIIHAU O KEKAH/ 00
06 ALAKAI O KAUAI PCS 00
00 00

ORG_SUBUNIT_DESC

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ORG_DESC

↳ Sub Unit

00	DEPARTMENT OF EDUCATION
00	BOARD OF EDUCATION
00	BOARD OF EDUCATION SUPPORT OFFICE
00	OFFICE OF THE SUPERINTENDENT
00	INTERNAL AUDIT
00	OFFICE OF THE DEPUTY SUPERINTENDENT
00	COORDINATED SUPPORT OFFICE
00	MONITORING AND COMPLIANCE BRANCH
00	FARRINGTON/KAISER/KALANI COMPLEX
00	FARRINGTON COMPLEX
00	DOLE MIDDLE
00	FARRINGTON HIGH
00	FARRINGTON LEARNING SUPPORT CENTER
00	FERN ELEMENTARY
00	KAEWAI ELEMENTARY
00	KALAKAUA MIDDLE
00	KALIHI ELEMENTARY
00	KALIHI-KAI ELEMENTARY
00	KALIHI-UKA ELEMENTARY
00	KALIHI-WAENA ELEMENTARY
00	KAPALAMA ELEMENTARY
00	LINAPUNI ELEMENTARY
00	PUUHALE ELEMENTARY
00	FARRINGTON COMMUNITY SCHOOL FC
00	KALANI COMPLEX

00	KAHALA ELEMENTARY
00	KAIMUKI MIDDLE
00	KALANI HIGH
00	KALANI LEARNING SUPPORT CENTER
00	LIHOLIHO ELEMENTARY
00	LILIUOKALANI ELEMENTARY
00	WAIKIKI ELEMENTARY
00	WILSON ELEMENTARY
00	HAWAII SCHOOL FOR THE DEAF & THE
00	KAISER COMPLEX
00	AINA HAINA ELEMENTARY
00	HAHAIONE ELEMENTARY
00	KAISER HIGH
00	KAISER LEARNING SUPPORT CENTER
00	KAMILOIKI ELEMENTARY
00	KOKO HEAD ELEMENTARY
00	NIU VALLEY MIDDLE
00	WAILUPE VALLEY ELEMENTARY
00	SCHOOL BASED BEHAVIORAL HEALTH
00	FARRINGTON COMPLEX
00	MCKINLEY COMPLEX
00	ROOSEVELT COMPLEX
00	KAIMUKI COMPLEX
00	KALANI COMPLEX
00	KAISER COMPLEX
00	SPECIAL SERVICES
00	FARRINGTON COMPLEX
00	MCKINLEY COMPLEX
00	ROOSEVELT COMPLEX
00	KAIMUKI COMPLEX
00	KALANI COMPLEX
00	KAISER COMPLEX
00	KAIMUKI/MCKINLEY/ROOSEVELT COM
00	MCKINLEY COMPLEX
00	CENTRAL MIDDLE
00	KAHUMANU ELEMENTARY
00	KAIULANI ELEMENTARY
00	KAULUWELA ELEMENTARY
00	LANAKILA ELEMENTARY
00	LIKELIKE ELEMENTARY
00	MCKINLEY HIGH
00	MCKINLEY LEARNING SUPPORT CENTE
00	ROYAL ELEMENTARY
00	MCKINLEY COMMUNITY SCHOOL FOR ,
00	ROOSEVELT COMPLEX
00	ANUENUE ELEMENTARY & HIGH
00	KAWANANAKOA MIDDLE

00	LINCOLN ELEMENTARY
00	MAEMAE ELEMENTARY
00	MANOA ELEMENTARY
00	NOELANI ELEMENTARY
00	NUUANU ELEMENTARY
00	PAUOA ELEMENTARY
00	ROOSEVELT HIGH
00	ROOSEVELT LEARNING SUPPORT CENT
00	STEVENSON MIDDLE
00	KAIMUKI COMPLEX
00	ALA WAI ELEMENTARY
00	ALIOLANI ELEMENTARY
00	HOKULANI ELEMENTARY
00	JARRETT MIDDLE
00	JEFFERSON ELEMENTARY
00	KAIMUKI HIGH
00	KAIMUKI LEARNING SUPPORT CENTER
00	KUHIO ELEMENTARY
00	LUNALILO ELEMENTARY
00	PALOLO ELEMENTARY
00	WASHINGTON MIDDLE
00	AUTISM
00	SPECIAL EDUCATION
00	FARRINGTON COMPLEX
00	ROOSEVELT COMPLEX
00	KAIMUKI COMPLEX
00	KALANI COMPLEX
00	KAISER COMPLEX
00	AIEA/MOANALUA/RADFORD COMPLEX
00	MOANALUA COMPLEX
00	MOANALUA ELEMENTARY
00	MOANALUA HIGH
00	MOANALUA LEARNING SUPPORT CENT
00	MOANALUA MIDDLE
00	RED HILL ELEMENTARY
00	SALT LAKE ELEMENTARY
00	SHAFTER ELEMENTARY
00	MOANALUA COMMUNITY SCHOOL FOI
00	RADFORD COMPLEX
00	ALIAMANU ELEMENTARY
00	ALIAMANU MIDDLE
00	HICKAM ELEMENTARY
00	MAKALAPA ELEMENTARY
00	MOKULELE ELEMENTARY
00	NIMITZ ELEMENTARY
00	PEARL HARBOR ELEMENTARY
00	PEARL HARBOR KAI ELEMENTARY

00	RADFORD HIGH
00	RADFORD LEARNING SUPPORT CENTEF
00	AIEA COMPLEX
00	AIEA ELEMENTARY
00	AIEA HIGH
00	AIEA INTERMEDIATE
00	AIEA LEARNING SUPPORT CENTER
00	PEARL RIDGE ELEMENTARY
00	SCOTT ELEMENTARY
00	WAIMALU ELEMENTARY
00	WEBLING ELEMENTARY
00	AUTISM
00	SCHOOL BASED BEHAVIORAL HEALTH
00	STUDENT SUPPORT SERVICES AIEA/MC
00	LEILEHUA/MILILANI/WAIALUA COMPLI
00	MILILANI COMPLEX
00	KIPAPA ELEMENTARY
00	MILILANI HIGH
00	MILILANI IKE ELEMENTARY
00	MILILANI LEARNING SUPPORT CENTER
00	MILILANI MIDDLE
00	MILILANI MAUKA ELEMENTARY
00	MILILANI UKA ELEMENTARY
00	MILILANI WAENA ELEMENTARY
00	LEILEHUA COMPLEX
00	INOUYE ELEMENTARY
00	HELEMANO ELEMENTARY
00	ILIAHI ELEMENTARY
00	KAALA ELEMENTARY
00	KUNIA ELEMENTARY
00	LEILEHUA HIGH
00	LEILEHUA LEARNING SUPPORT CENTER
00	SOLOMON ELEMENTARY
00	WAHIAWA ELEMENTARY
00	WAHIAWA MIDDLE
00	WHEELER ELEMENTARY
00	WHEELER MIDDLE
00	WAHIAWA COMMUNITY SCHOOL FOR
00	WAIALUA COMPLEX
00	HALEIWA ELEMENTARY
00	WAIALUA ELEMENTARY
00	WAIALUA HIGH & INTERMEDIATE
00	WAIALUA LEARNING SUPPORT CENTER
00	AUTISM
00	SCHOOL BASED BEHAVIORAL HEALTH
00	STUDENT SUPPORT SERVICES LEILEHU/
00	CAMPBELL/KAPOLEI COMPLEX AREA

00	CAMPBELL COMPLEX
00	CAMPBELL HIGH
00	CAMPBELL LEARNING SUPPORT CENTE
00	EWA BEACH ELEMENTARY
00	EWA ELEMENTARY
00	EWA MAKAI MIDDLE
00	HOLOMUA ELEMENTARY
00	ILIMA INTERMEDIATE
00	IROQUOIS POINT ELEMENTARY
00	KAIMILOA ELEMENTARY
00	KEONE'ULA ELEMENTARY
00	POHAKEA ELEMENTARY
00	KAPOLEI COMPLEX
00	BARBERS POINT ELEMENTARY
00	KAPOLEI ELEMENTARY
00	KAPOLEI HIGH
00	KAPOLEI LEARNING SUPPORT CENTER
00	KAPOLEI MIDDLE
00	MAKAKILO ELEMENTARY
00	MAUKA LANI ELEMENTARY
00	HO'OKELE ELEMENTARY
00	EAST KAPOLEI MIDDLE
00	KAPOLEI COMMUNITY SCHOOL FOR AC
00	STUDENT SUPPORT SERVICES CAMPBE
00	PEARL CITY/WAIPAHU COMPLEX AREA
00	PEARL CITY COMPLEX
00	KANOELANI ELEMENTARY
00	LEHUA ELEMENTARY
00	MANANA ELEMENTARY
00	MOMILANI ELEMENTARY
00	PALISADES ELEMENTARY
00	PEARL CITY ELEMENTARY
00	PEARL CITY HIGH
00	HIGHLANDS INTERMEDIATE
00	PEARL CITY HIGHLANDS ELEMENTARY
00	PEARL CITY LEARNING SUPPORT CENTE
00	WAI AU ELEMENTARY
00	WAIPAHU COMPLEX
00	AUGUST AHRENS ELEMENTARY
00	HONOWAI ELEMENTARY
00	KALEIOPUU ELEMENTARY
00	WAIKELE ELEMENTARY
00	WAIPAHU ELEMENTARY
00	WAIPAHU HIGH
00	WAIPAHU INTERMEDIATE
00	WAIPAHU LEARNING SUPPORT CENTEF
00	ROYAL KUNIA

00	WAIPAHU COMMUNITY SCHOOL FOR /
00	AUTISM
00	STUDENT SUPPORT SERVICES PEARL CI
00	NANAKULI/WAIANAE COMPLEX AREA
00	NANAKULI COMPLEX
00	NANAIKAPONO ELEMENTARY
00	NANAKULI ELEMENTARY
00	NANAKULI HIGH & INTERMEDIATE
00	NANAKULI LEARNING SUPPORT CENTE
00	WAIANAE COMPLEX
00	LEIHOKU ELEMENTARY
00	MAILI ELEMENTARY
00	MAKAHA ELEMENTARY
00	WAIANAE ELEMENTARY
00	WAIANAE HIGH
00	WAIANAE INTERMEDIATE
00	WAIANAE LEARNING SUPPORT CENTER
00	WAIANAE COMMUNITY SCHOOL FOR A
00	SCHOOL BASED BEHAVIORAL HEALTH
00	CASTLE/KAHUKU COMPLEX AREA
00	CASTLE COMPLEX
00	AHUIMANU ELEMENTARY
00	CASTLE HIGH
00	CASTLE LEARNING SUPPORT CENTER
00	HEEIA ELEMENTARY
00	KAHALUU ELEMENTARY
00	KANEOHE ELEMENTARY
00	KAPUNAHALA ELEMENTARY
00	KING INTERMEDIATE
00	PARKER ELEMENTARY
00	PUOHALA ELEMENTARY
00	WAIAHOLE ELEMENTARY
00	KAHUKU COMPLEX
00	HAUULA ELEMENTARY
00	KAAAWA ELEMENTARY
00	KAHUKU ELEMENTARY
00	KAHUKU HIGH & INTERMEDIATE
00	KAHUKU LEARNING SUPPORT CENTER
00	LAIE ELEMENTARY
00	SUNSET BEACH ELEMENTARY
00	SCHOOL BASED BEHAVIORAL HEALTH
00	KAILUA COMPLEX
00	KALAHEO COMPLEX
00	CASTLE COMPLEX
00	KAHUKU COMPLEX
00	SPECIAL EDUCATION/SPECIAL SERVICE
00	CASTLE COMPLEX

00	KAHUKU COMPLEX
00	KAILUA/KALAHEO COMPLEX AREA
00	KAILUA COMPLEX
00	ENCHANTED LAKE ELEMENTARY
00	KAELEPULU ELEMENTARY
00	KAILUA HIGH
00	KAILUA LEARNING SUPPORT CENTER
00	KEOLU ELEMENTARY
00	MAUNAWILI ELEMENTARY
00	POPE ELEMENTARY
00	WAIMANALO ELEM & INTERMEDIATE
00	KALAHEO COMPLEX
00	AIKAHI ELEMENTARY
00	KAILUA ELEMENTARY
00	KAILUA INTERMEDIATE
00	KAINALU ELEMENTARY
00	KALAHEO HIGH
00	KALAHEO LEARNING SUPPORT CENTER
00	MOKAPU ELEMENTARY
00	WINDWARD COMMUNITY SCHOOL FOR
00	AUTISM
00	SPECIAL EDUCATION/SPECIAL SERVICES
00	KAILUA COMPLEX
00	KALAHEO COMPLEX
00	HILO/WAIAKEA COMPLEX AREA
00	WAIAKEA COMPLEX
00	WAIAKEA ELEMENTARY
00	WAIAKEA HIGH
00	WAIAKEA INTERMEDIATE
00	WAIAKEA LEARNING SUPPORT CENTER
00	WAIAKEAWAENA ELEMENTARY
00	WAIPAHU COMMUNITY SCHOOL FOR /
00	HILO COMPLEX
00	DE SILVA ELEMENTARY
00	HAAHEO ELEMENTARY
00	HILO HIGH
00	HILO INTERMEDIATE
00	HILO UNION ELEMENTARY
00	HILO LEARNING SUPPORT CENTER
00	KALANIANAOLE ELEM & INTERMEDIATE
00	KAPIOLANI ELEMENTARY
00	KAUMANA ELEMENTARY
00	KEAUKAHA ELEMENTARY
00	AUTISM
00	EAST HAWAII REGIONAL SPED OFFICE
00	WAIAKEA COMPLEX
00	HILO COMPLEX

00 SCHOOL BASED BEHAVIORAL HEALTH,
00 EAST
00 WEST
00 KAU/KEAAU/PAHOA COMPLEX AREA
00 KAU COMPLEX
00 KA'U HIGH & PAHALA ELEMENTARY
00 KAU/KEAAU/PAHOA LEARNING SUPPO
00 NAALEHU ELEMENTARY
00 KEAAU COMPLEX
00 KEAAU ELEMENTARY
00 KEAAU HIGH
00 KEEAU MIDDLE
00 MOUNTAIN VIEW ELEMENTARY
00 PAHOA COMPLEX
00 KEONEPOKO ELEMENTARY
00 PAHOA ELEMENTARY
00 PAHOA HIGH & INTERMEDIATE
00 ATHLETICS AND STUDENT ACTIVITIES
00 SOUTH HAWAII REGIONAL SPED OFFICI
00 HONOKAA/KEALAKEHE/KOHALA/KONA
00 KOHALA COMPLEX
00 KOHALA ELEMENTARY
00 KOHALA HIGH
00 KOHALA MIDDLE
00 KOHALA LEARNING SUPPORT CENTER
00 KEALAKEHE COMPLEX
00 HOLUALOA ELEMENTARY
00 WAIKOLOA ELEMENTARY & MIDDLE
00 KEALAKEHE ELEMENTARY
00 KEALAKEHE HIGH
00 KEALAKEHE INTERMEDIATE
00 KEALAKEHE LEARNING SUPPORT CENTI
00 WAIPAHU COMMUNITY SCHOOL FOR /
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00 HOOKENA ELEMENTARY
00 KE KULA O'EHUNUIKAIMALINO HIGH &
00 KONAWAENA ELEMENTARY
00 KONAWAENA HIGH
00 KONAWAENA LEARNING SUPPORT CEN
00 KONAWAENA MIDDLE
00 KAHAKAI ELEMENTARY
00 HONOKAA COMPLEX
00 HONOKAA ELEMENTARY
00 HONOKAA HIGH & INTERMEDIATE
00 HONOKAA LEARNING SUPPORT CENTE
00 PAAUILO ELEMENTARY & INTERMEDIA

00	WAIMEA ELEMENTARY
00	NORTH HAWAII REGIONAL SPED OFFIC
00	KOHALA/HONOKAA COMPLEX
00	WEST HAWAII REGIONAL SPED OFFICE
00	KEALAKEHE COMPLEX
00	KONAWAENA COMPLEX
00	BALDWIN/KEKAULIKE/MAUI COMPLEX
00	BALDWIN COMPLEX
00	BALDWIN HIGH
00	BALDWIN LEARNING SUPPORT CENTER
00	IAO INTERMEDIATE
00	MAUI COMMUNITY SCHOOL FOR ADUI
00	WAIHEE ELEMENTARY
00	WAILUKU ELEMENTARY
00	PUU KUKUI ELEMENTARY
00	MAUI COMPLEX
00	POMAIKAI ELEMENTARY
00	KAHULUI ELEMENTARY
00	KAMALII ELEMENTARY
00	KIHEI ELEMENTARY
00	LIHIKAI ELEMENTARY
00	LOKELANI INTERMEDIATE
00	MAUI HIGH
00	MAUI LEARNING SUPPORT CENTER
00	MAUI WAENA INTERMEDIATE
00	KEKAULIKE COMPLEX
00	HAIKU ELEMENTARY
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00	KULA ELEMENTARY
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00	PAIA ELEMENTARY
00	PUKALANI ELEMENTARY
00	ATHLETICS
00	EDUCATIONAL TECHNOLOGY
00	SCHOOL BASED BEHAVIORAL HEALTH
00	BALDWIN COMPLEX
00	KEKAULIKE COMPLEX
00	INTENSIVE LEARNING CENTER
00	SPECIAL EDUCATION
00	BALDWIN COMPLEX
00	MAUI COMPLEX
00	KEKAULIKE COMPLEX
00	HANA/LAHAINA/LANAI/MOLOKAI COM
00	LAHAINALUNA COMPLEX
00	KAMEHAMEHA III ELEMENTARY

00	LAHAINA INTERMEDIATE
00	LAHAINA LEARNING SUPPORT CENTER
00	LAHAINALUNA HIGH
00	NAHIENAENA ELEMENTARY
00	HANA COMPLEX
00	HANA LEARNING SUPPORT CENTER
00	HANA HIGH & ELEMENTARY
00	MOLOKAI COMPLEX
00	KAUNAKAKAI ELEMENTARY
00	KILOHANA ELEMENTARY
00	MAUNALOA ELEMENTARY
00	MOLOKAI HIGH
00	MOLOKAI LEARNING SUPPORT CENTER
00	MOLOKAI MIDDLE
00	LANAI COMPLEX
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00	LANAI LEARNING SUPPORT CENTER
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00	EDUCATIONAL TECHNOLOGY
00	SPECIAL EDUCATION
00	LAHAINALUNA COMPLEX
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00	WAIMEA COMPLEX
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00	WAIMEA LEARNING SUPPORT CENTER
00	KALAHEO ELEMENTARY
00	KAPAA COMPLEX
00	KAPAA LEARNING SUPPORT CENTER
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00	KAPAA HIGH
00	KAPAA MIDDLE

00 KILAUEA ELEMENTARY
00 CURRICULUM
00 MOKIHANA SCHOOL BASED BEHAVIOR
00 SPECIAL SERVICES/SPECIAL EDUCATION
00 KAUAI COMPLEX
00 WAIMEA COMPLEX
00 KAPAA COMPLEX
00 ADMINISTRATIVE ASSISTANT OFFICE
00 OFFICE OF HAWAIIAN EDUCATION
00 OFFICE OF STRATEGY, INNOVATION AND
00 ASSESSMENT AND ACCOUNTABILITY BR
00 ACCOUNTABILITY SECTION
00 ASSESSMENT SECTION
00 COMMUNICATIONS BRANCH
00 COMMUNICATIONS SECTION
00 VIDEO PRODUCTION SECTION
00 COMMUNITY ENGAGEMENT BRANCH
00 COMMUNITY CHILDREN'S COUNCIL OF
00 OUT-OF-SCHOOL TIME NETWORK
00 DATA GOVERNANCE AND ANALYSIS BR
00 POLICY, INNOVATION AND EVALUATIO
00 STUDENT TRANSFORMATION BRANCH
00 SCHOOL IMPROVEMENT SECTION
00 TITLE I SECTION
00 OFFICE OF SCHOOL FACILITIES AND SU
00 AUXILIARY SERVICES BRANCH
00 PROJECT CONTROL SECTION
00 SCHOOL SUPPORT PROGRAM
00 MAILROOM UNIT
00 SCHOOL ENERGY CONSERVATION PRO
00 REPROGRAPHIC SECTION
00 PRINTING UNIT
00 FACILITIES DEVELOPMENT BRANCH
00 STANDARDS AND QUALITY ASSURANCE
00 CONSTRUCTION MANAGEMENT SECTIC
00 CONSTRUCTION MANAGEMENT UNIT
00 PLANNING SECTION
00 BUILDING INSPECTION PLANNING UNIT
00 PLANNING UNIT I
00 PLANNING UNIT II
00 PROJECT MANAGEMENT SECTION
00 PROJECT MANAGEMENT UNIT I
00 PROJECT MANAGEMENT UNIT II
00 PROJECT MANAGEMENT UNIT III
00 FACILITIES MAINTENANCE BRANCH
00 PURCHASING SERVICES SECTION
00 REPAIR AND MAINTENANCE ENGINEER

	00	REPAIR AND MAINTENANCE OPERATIO
	00	HONOLULU DISTRICT UNIT
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	00	SUPPORT DISTRICT UNIT
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	00		FIELD OPERATIONS SECTION
	00		OFFICE OF TALENT MANAGEMENT
	00		INVESTIGATIONS SECTION
	00		LABOR RELATIONS SECTION
	00		NEGOTIATIONS SECTION
	00		CIVIL RIGHTS COMPLIANCE BRANCH
	00		LEADERSHIP INSTITUTE
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	00		TEACHER INDUCTION CENTER
	00		PERSONNEL ASSISTANCE BRANCH
	00		HONOLULU PRO OFFICE
	00		HONOLULU CERTIFICATED PRO
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	00		WORKERS' COMPENSATION AND EMPL
	00		EMPLOYEE BENEFITS UNIT
	00		WORKERS' COMPENSATION UNIT
	00		PERSONNEL DEVELOPMENT BRANCH
	00		EDUCATOR EFFECTIVENESS SYSTEM SE
	00		EDUCATOR QUALITY SECTION
	00		MANAGEMENT SUPPORT SERVICES SEC
	00		PERFORMANCE MANAGEMENT SECTIC

00 TRAINING AND DEVELOPMENT SECTIO
00 PERSONNEL MANAGEMENT BRANCH
00 CLASSIFICATION AND COMPENSATION
00 CLASSIFIER UNIT
00 POSITION MANAGEMENT UNIT
00 EMPLOYEE RECORDS AND TRANSACTIC
00 CERTIFICATED TRANSACTION UNIT
00 CLASSIFIED TRANSACTION UNIT
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00 CLASSIFIED/SUPPORT SERVICES PERSO
00 EDUCATIONAL OFFICER RECRUITMENT
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00 OFFICE OF CURRICULUM AND INSTRUC
00 EXTENDED LEARNING BRANCH
00 EXTRACURRICULAR SECTION
00 LEARNING AND TECHNOLOGY SECTION
00 INSTRUCTIONAL SUPPORT BRANCH
00 CAREER READINESS SECTION
00 LEARNING SUPPORT SECTION
00 STANDARDS SUPPORT SECTION
00 OFFICE OF STUDENT SUPPORT SERVICE
00 ALTERNATIVE PROGRAMS
00 EXCEPTIONAL SUPPORT BRANCH
00 SPECIAL EDUCATION SECTION
00 SPECIAL NEEDS SECTION
00 STUDENT SERVICES BRANCH
00 SCHOOL HEALTH SECTION
00 STUDENT SUPPORT SECTION
00 OFFICE OF INFORMATION TECHNOLOG
00 ENTERPRISE ARCHITECTURE BRANCH
00 ENTERPRISE INFRASTRUCTURE SERVICE
00 CONSTRUCTION DESIGN SECTION
00 ENTERPRISE NETWORK DESIGN SECTIO
00 ENTERPRISE NETWORK SUPPORT OFFIC
00 ENTERPRISE NETWORK SUPPORT SECT
00 TELECOMMUNICATION SUPPORT SECT
00 SYSTEMS INFRASTRUCTURE OFFICE
00 SCHOOL INFRASTRUCTURE SECTION
00 SYSTEMS ADMINISTRATION SYSTEM
00 ENTERPRISE SYSTEMS BRANCH
00 DATA MANAGEMENT SECTION
00 ENTERPRISE RESOURCE PLANNING SYS
00 BUDGET SYSTEMS SECTION
00 FMS SECTION
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00 TIME AND ATTENDANCE SYSTEMS STAI
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00 INFORMATION TECHNOLOGY BRANCH
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00 FEDERAL SURVEY SECTION
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00 INFORMATION SYSTEMS TRAINING AN
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00 IT MANAGERS SECTION
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00 ACCOUNTING SERVICES BRANCH
00 ACCOUNTING SECTION
00 ACCOUNTING SYSTEMS UNIT
00 REPORTING, ANALYSIS AND RECONCILI
00 OPERATIONS SECTION
00 LEAVE MANAGEMENT UNIT
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00 VENDOR PAYMENT AND PAYROLL UNIT
00 BUDGET BRANCH
00 BUDGET EXECUTION SECTION
00 BUDGET PREP SECTION
00 HAWAII CHILD NUTRITION PROGRAMS
00 PROCUREMENT AND CONTRACTS BRAI
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00 PROCUREMENT ASSISTANCE, COMPLIA
00 EARLY LEARNING BOARD
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00 UNIVERSITY LABORATORY PCS
00 HALAU KU MANA PCS
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00 MYRON B THOMPSON ACADEMY PCS
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00 WAIALAE ELEMENTARY PCS
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00 KAMALANI ACADEMY PCS
00 HAWAII TECHNOLOGY ACADEMY PCS
00 KAMAILE ACADEMY PCS
00 WAIHONA O KA NAAUAO PCS

00	KAPOLEI GOODWILL PCS
00	DREAMHOUSE EWA BEACH PCS
00	HAKIPU'U LEARNING CENTER PCS
00	KULA O SAMUEL KAMAKAU PCS
00	LANIKAI ELEM PCS
00	MALAMA HONUA PCS
00	CONNECTIONS PCS
00	HAWAII ACADEMY OF ARTS & SCIENCE
00	INNOVATIONS PCS
00	KA UMEKE KAEO PCS
00	KANU O KA AINA PCS
00	KE ANA LA'AHANA PCS
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00	O NAWAHIOKALANI OPUU PCS
00	THE VOLCANO SCHOOL OF ARTS & SCIENCE
00	WEST HAWAII EXPLORATIONS ACADEMY
00	WAIMEA MIDDLE PCS
00	NA WAI OLA PCS
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00	KAU LEARNING ACADEMY PCS
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00	KUALAPUU ELEM PCS
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R ADULTS

S

ADULTS HILO CAMPUS

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1

1A

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KA'OHAO PCS 210480840000030000
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PCS 210480850000020000
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KE KULA NIIHAU O KEKA 210480870000050000
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**STATE OF HAWAII, ENTERPRISE TECHNOLOGY SERVICES
UNIFORM CHART OF ACCOUNTS (UCOA)**

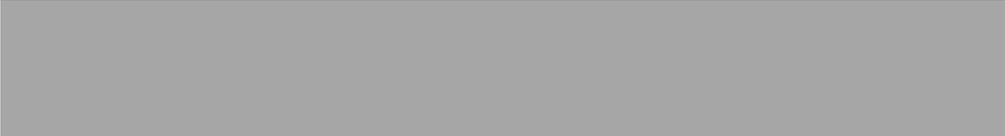
Code	Description
BALANCE SHEET	
BUDGETARY CONTROLS	
REVENUE CODES	
EXPENDITURE CODES	

Subcode

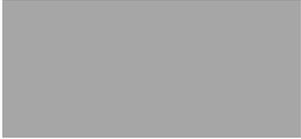
Description

Sub-subcode

Description



GL Code



GL Account Description

Code	Description
A	General Fund
B	Special Fund
C	General Obligation Bond Fund
D	GO Bond Fund w/ Debt Serv Cost Pd fr Special Fund
E	Revenue Bond Funds
G	Special Purpose Revenue Bonds
J	Federal Aid Interstate Funds
K	Federal Aid Primary Funds
L	Federal Aid Secondary Funds
M	Federal Aid Urban Funds
N	Federal Funds
P	Other Federal Funds
R	Private Contributions
S	County Funds
T	Trust Funds
U	Interdepartmental Transfers
V	Federal Stimulus Funds
W	Revolving Funds
X	Other Funds

Code	Description
0000	STATE TREASURY
0010	SCHOOL BASED BUDGETING
0015	COMPREHENSIVE SCHOOL SUPPORT SERVICES
0020	INSTRUCTIONAL SUPPORT
0030	STATE & DISTRICT ADMINISTRATION
0040	SCHOOL SUPPORT
0050	SCHOOL COMMUNITY SERVICES
0060	CHARTER SCHOOLS
0070	PRESCHOOL
0210	SCHOOL BASED BUDGETING
0215	SPECIAL ED & STUDENT SUPPORT SVCS
0220	INSTRUCTIONAL SUPPORT
0230	STATE & DISTRICT ADMINISTRATION
0240	SCHOOL SUPPORT
0241	FOOD AND NUTRITION PROGRAMS
0250	SCHOOL COMMUNITY SERVICES
0270	EXECUTIVE OFFICE ON EARLY LEARNING
0275	FED FUND PROJECTS W/OTHER STATE AGENCIES
0301	REG INSTRUCTION - INDUSTRIAL PURSUITS
0302	ADULT ED SP FEES
0304	SCHOOL FOOD SERVICES
0305	HUMAN RESOURCES STIPEND PROG SPEC FUND
0310	TEACHER HOUSING
0321	HAW TCHR STDS BRD
0322	ADULT ED
0323	SUMMER SCHOOL
0325	USE OF SCHOOL FACILITIES
0326	SCHL BUS REVOLVING FUND
0327	SCHOOL LEVEL MINOR REPAIR & MAINTENANCE
0330	REIMB FOR LOST TEXTBOOKS & EQUIP
0333	PVT TRADE, VOC & TECH SCH LIC SPEC FND
0339	ED DESIGN & CONSTR PROJ ASSESSMENT FUND
0340	STATE EDUCATIONAL FACIL IMP SPECIAL FUND
0345	FEDERAL REVENUE MAXIMIZATION REVOLVING
0346	AFTER SCHOOL PLUS REVOLVING FUND
0347	SEARCHING DISC GRTS & DEV PROGRAM APPLNS
0348	EDUCATION RESEARCH & DEVELOPMENT
0350	DRIVE ED-UNDERWRITER'S FEE NO FAULT
0353	ARTS IN PUBLIC PLACES
0360	WORKERS COMPENSATION
0361	UNEMPLOYMENT INSURANCE
0380	COMPUTER SCIENCE CURRICULA PLAN
0381	COMPOSTING GRANT PILOT PGM
0382	GIA-FRIENDS OF WAIPAHI HIGH SCH-EDN200
0383	GIA-HAWAII ACADEMY OF SCIENCE-EDN200

0384 GIA-LEILEHUA ALUMNI & COMM ASSN-EDN200
0385 GIA-READ TO ME INTERNATIONAL-EDN200
0386 GIA-SEARIDER PRODUCTIONS FOUN-EDN200
0387 GIA-ADVANTAGE SPORTS ACADEMY-EDN300
0388 GIA-AFTER-SCHOOL ALL-STARS HAWAII-EDN300
0389 GIA-NA WAHINE PA'ANI O PUNAHOU-EDN300
0390 GIA-OCEANIT RESEARCH FOUNDATION-EDN300
0810 SCHOOL BASED BUDGETING
0815 SPECIAL ED & STUDENT SUPPORT SVCS
0820 INSTRUCTIONAL SUPPORT
0830 STATE ADMINISTRATION
0871 CENTRAL REVENUE COLLECTION
0872 CENTRAL VENDOR PAYMENT CHECKING
0873 CENTRAL REVENUE COLLECTION-SCHOOL LUNCH
0874 CENTRAL CHECKING-BUS TRANSPORTATION
0875 OUTSTANDING SCHOOL BANK DEPOSIT ACCOUNT
0876 CENTRAL COLLECTION CHECKING-A_PLUS
0901 OHA CEDED LANDS PROCEEDS
0902 DONATIONS - OPERATING
0903 DONATIONS - FACILITIES
0913 FOUNDATIONS & OTHER GRANTS - OPERATING
0914 FOUNDATIONS & OTHER GRANTS - FACILITIES
0915 SCHOOL ATHLETIC FUND
0916 OLELO EDUCATIONAL PROG ON PUBL ACCESS TV
0921 SCHOOL COMMUNITY SERVICE
0936 OFFICE OF HAWN AFFAIRS GRANTS
0938 ALU LIKE, INC. GRANTS
0968 SETTLEMENTS - OPERATING
0969 SETTLEMENTS - FACILITIES
0999 STUDENT ACTIVITY FUNDS

<u>Code</u>	<u>Description</u>
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<u>Code</u>	<u>Description</u>
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Code	Description
0701	Lower Education
070101	Department of Education
07010110	School-Based Budgeting
07010115	Special Education & Student Support Services
07010120	Instructional Support
07010130	State Administration
07010140	School Support
07010150	School Community Services
07010160	Charter Schools
07010165	Charter Schools Commission & Administration
07010170	Early Learning
07010192	Retirement Benefits - DOE
07010194	Health Premium Payments - DOE
07010196	Debt Service Payments - DOE
070102	School R&M, Neighbor Island Districts
070103	Public Libraries
070104	Hawaii Natl Guard Youth Challenge Academy

Code	Description
6T54	STATE TREASURY
6B28	VANDALISM REVENUE COLLECTION
6S82	ADJUSTMENT ACCOUNT (G010E)
6E48	ADJUSTMENT ACCOUNT (G015E)
6S83	ADJUSTMENT ACCOUNT (G020E)
6S84	ADJUSTMENT ACCOUNT (G030E)
6S85	ADJUSTMENT ACCOUNT (G040E)
6S86	ADJUSTMENT ACCOUNT (G050E)
6HA3	ADJUSTMENT ACCOUNT (G070E)
6HL2	ADJUSTMENT ACCOUNT (S210E)
6B84	ADJUSTMENT ACCOUNT (S215E)
6B85	ADJUSTMENT ACCOUNT (S220E)
6B86	ADJUSTMENT ACCOUNT (S230E)
6B87	ADJUSTMENT ACCOUNT (S240E)
6GE4	ADJUSTMENT ACCOUNT (S241E)
6B88	ADJUSTMENT ACCOUNT (S250E)
6NS6	ADJUSTMENT ACCOUNT (S270E)
6B89	ADJUSTMENT ACCOUNT (S275E)
6GL5	ADJUSTMENT ACCOUNT (S301E)
6GL6	ADJUSTMENT ACCOUNT (S302E)
6GL7	ADJUSTMENT ACCOUNT (S304E)
6GL8	ADJUSTMENT ACCOUNT (S305E)
6GL9	ADJUSTMENT ACCOUNT (S310E)
6GM0	ADJUSTMENT ACCOUNT (S321E)
6GM1	ADJUSTMENT ACCOUNT (S322E)
6GM2	ADJUSTMENT ACCOUNT (S323E)
6GM3	ADJUSTMENT ACCOUNT (S325E)
6GM4	ADJUSTMENT ACCOUNT (S326E)
6GM5	ADJUSTMENT ACCOUNT (S327E)
6GM6	ADJUSTMENT ACCOUNT (S330E)
6BR1	ADJUSTMENT ACCOUNT (S333E)
6GM7	ADJUSTMENT ACCOUNT (S339E)
6GM8	ADJUSTMENT ACCOUNT (S340E)
6GM9	ADJUSTMENT ACCOUNT (S345E)
6GN0	ADJUSTMENT ACCOUNT (S346E)
6GN1	ADJUSTMENT ACCOUNT (S347E)
6GN2	ADJUSTMENT ACCOUNT (S348E)
6GN3	ADJUSTMENT ACCOUNT (S350E)
6GN4	ADJUSTMENT ACCOUNT (S353E)
6NS9	ADJUSTMENT ACCOUNT (S360E)
6PB0	ADJUSTMENT ACCOUNT (S361E)
6BR8	ADJUSTMENT ACCOUNT (G378E)
6BR9	ADJUSTMENT ACCOUNT (G379E)
6T10	ADJUSTMENT ACCOUNT (G380E)
6T11	ADJUSTMENT ACCOUNT (G381E)

6DD3 ADJUSTMENT ACCOUNT (G382E)
6DD4 ADJUSTMENT ACCOUNT (G383E)
6DD5 ADJUSTMENT ACCOUNT (G384E)
6DD6 ADJUSTMENT ACCOUNT (G385E)
6DD7 ADJUSTMENT ACCOUNT (G386E)
6DD8 ADJUSTMENT ACCOUNT (G387E)
6DD9 ADJUSTMENT ACCOUNT (G388E)
6DE0 ADJUSTMENT ACCOUNT (G389E)
6DE1 ADJUSTMENT ACCOUNT (G390E)
6GN6 ADJUSTMENT ACCOUNT (S810E)
6GN7 ADJUSTMENT ACCOUNT (S815E)
6GN8 ADJUSTMENT ACCOUNT (S820E)
6GN9 ADJUSTMENT ACCOUNT (S830E)
6JR6 OHA CEDED LAND PROCEEDS (OFS USE ONLY)
6G61 ADJUSTMENT ACCOUNT (T902E)
6BD9 ADJUSTMENT ACCOUNT (T903E)
6CU4 ADJUSTMENT ACCOUNT (T913E)
6BE0 ADJUSTMENT ACCOUNT (T914E)
6CU5 ADJUSTMENT ACCOUNT (T915E)
6GL3 ADJUSTMENT ACCOUNT (T916E)
6GC3 ADJUSTMENT ACCOUNT (T921E)
6GL4 ADJUSTMENT ACCOUNT (T936E)
6G58 ADJUSTMENT ACCOUNT (T938E)
6NA0 ADJUSTMENT ACCOUNT (T968E)
6AX7 ADJUSTMENT ACCOUNT (T969E)
6BV7 E-ICON 2018
6BV8 REBATES
6GX8 PRESCHOOL CLASSROOM
6GZ8 GIA-FAMILY HUI HAWAII
6L07 EOEL - GENERAL FUNDS
6BW8 EOEL - PROTOCOL
6EA4 PRESCHOOL ADMINISTRATIVE OVERHEAD
6P38 PUBLIC CHARTER SCHOOLS PRE-K MOA
6IQ2 PRE-K INDUCTION
6P15 EDN 700 GENERAL FUND ADJUSTMENT
6AA6 CENTRAL ACCOUNTING - TEMP HOLDING ACCT
6HW3 PROJECT E OLA PONO-ALU LIKE FY15
6HW6 KUPA AINA PROGRAM - KAMEHAMEHA SCH FY15
6U02 PROJECT E OLA PONO-ALU LIKE FY16
6M73 PRESCHOOL LITERACY PG-HI COMM FD HALEIWA
6HW7 KAHLE SETTLEMENT
6HW8 PULAMA LANAI TRUST
6U16 KUPA AINA PROGRAM - KAMEHAMEHA SCH FY16
6G70 MUSIC TRUST FUND
6GU3 IMPACT FEE - LEEWARD OAHU CONSTRUCTION
6GU4 IMPACT FEE - LEEWARD OAHU LAND
6P66 SCBM CONFERENCE

6P88 GIFTED & TALENTED TRANSITION PROGRAM
6AD0 KUPA AINA PROGRAM - KAMEHAMEHA SCH FY17
6T85 CHAMBERLIN FOUNDATION
6P96 WILCOX TRUST FOR KAUAI DISTRICT
6F25 IMPACT FEE - CENTRAL MAUI CONSTRUCTION
6F26 IMPACT FEE - CENTRAL MAUI LAND
6F27 IMPACT FEE - WEST MAUI CONSTRUCTION
6F28 IMPACT FEE - WEST MAUI LAND
6FP1 FAIR SHARE-KEALAKEHE HIGH-UNIV HEIGHTS
6FT2 FAIR SHARE-KALAMAKU'U(F/K/A KONELIKA)
6S97 COTTINGTON TRUST FOR GIFTED CHILDREN
6V36 KOKEE DISCOVERY CENTER
6V38 LITERACY GRANTS - FOUNDATION
6LJ3 SHATTERED DREAMS OF PAHOA HI & INTER
6KO4 FAIR SHARE-WB MANINI'OWALI, LLC FY05
6U14 FAIR SHARE-KAPOLEI LOFTS
6C78 CHALLENGER CENTER
6Z93 PROJECT CHOICES
6C72 AP SUMMER INSTITUTE
6CX0 FAIR SHARE-KAPOLEI KNOLLS SCHOOL
6CY6 JOINT VENTURE ED FORUM-TEXTBOOK PROJECT
6FP4 DOD-HAWAII 3RS PROGRAM
6FQ9 FAIR SHARE-WEST MAUI DEVELOPMENT COMPANY
6FR1 FAIR SHARE-PINNACLE AT KAAPALI FY02
6HL7 FAIR SHARE-KAPALUA MAUKA
6FT3 FAIR SHARE-KE ALII KAI, KIHEI
6FT4 FAIR SHARE-NAPILI VILLAS
6HL0 FAIR SHARE-LEOLANI (F/K/A KAMILONUI I)
6HZ5 FAIR SHARE-THE VINTAGE AT KAAPALI
6JR9 FAIR SHARE-KILOHANA RIDGE
6JS2 FAIR SHARE-HONO ALAHELE
6KR4 FAIR SHARE-LOKAHI MAKAI SUBDIVISION
6KS8 FAIR SHARE-ALII COVE
6KW3 FAIR SHARE-PUALANI ESTATES
6LH6 FAIR SHARE-LANIKEA AT WAIKIKI
6LM2 FAIR SHARE-LANIKEHA PROJECT
6LM3 FAIR SHARE-KAUPULEHU PROJECT
6LO2 FAIR SHARE-MAILI PROJECT
6LO3 FAIR SHARE-WAIANAE PROJECT
6F76 FAIR SHARE-KEAUHOU MAUKA
6AT1 FAIR SHARE-LAHAINALUNA CMLPX-KAHANA RIDG
6AT2 FAIR SHARE-AIEA CMLPX-EDUCATION FACILITY
6LN1 URBAN FORESTRY-DLNR MATCHING DONATION
6AW0 SAFE COMMUNITY YOUTH ACTIVITIES (SCYA)
6LO5 FS INTEREST-KEALAKEHE HIGH-UNIV HGHTS
6LO6 FS INTEREST-KALAMAKU'U
6LO7 FS INTEREST-WB MANINIOWALI, LLC FY05

6LO8 FS INTEREST-KAPOLEI KNOLLS
6LO9 FS INTEREST-WEST MAUI DEV COMPANY
6LP0 FS INTEREST-PINNACLE AT KAAPALI
6LP1 FS INTEREST-KE ALII KAI, KIHEI
6LP2 FS INTEREST-NAPILI VILLAS
6LP3 FS INTEREST-LEOLANI (F/K/A KAMILONUI I)
6LP4 FS INTEREST-THE VINTAGE AT KAAPALI
6LP5 FS INTEREST-KILOHANA RIDGE
6LP6 FS INTEREST-HONU ALA HELE
6LP7 FS INTEREST-LOKAHI MAKAI SUBDIVISION
6LP8 FS INTEREST-ALII COVE
6LP9 FS INTEREST-PUALANI ESTATES
6LQ0 FS INTEREST-LANIKEA AT WAIKIKI
6LQ1 FS INTEREST-LANIKEHA PROJECT
6LQ2 FS INTEREST-KAUPULEHU PROJECT
6LQ3 FS INTEREST-MAILI PROJECT
6LQ4 FS INTEREST-WAIAANAE PROJECT
6LQ5 FS INTEREST-LAHAINALUNA CMLPX-KAHANA
6LQ6 FS INTEREST-AIEA CMLPX-EDUC FACILITY
6PQ4 FAIR SHARE-WAIOLANI MAUKA PROJECT
6PQ5 FS INTEREST-WAIOLANI MAUKA PROJECT
6PQ8 FAIR SHARE-MOANA ESTATE
6PQ9 FS INTEREST-MOANA ESTATES
6PR8 FAIR SHARE-KAI MAKANI
6PR9 FS INTEREST-KAI MAKANI
6PS8 FAIR SHARE-KAMALI'I ALAYNA
6PS9 FS INTEREST-KAMALI'I ALAYNA
6RA1 FS INTEREST-KE ALII OCEAN VILLAS
6RG2 FAIR SHARE-PAPALI
6RG3 FS INTEREST-PAPALI
6A45 FAIR SHARE-WAIKAPU GARDENS
6A46 FS INTEREST-WAIKAPU GARDENS
6A77 FAIR SHARE-WAINANI
6A78 FS INTEREST-WAINANI
6C80 FAIR SHARE-MEHANA
6C81 FS INTEREST-MEHANA
6GD3 FAIR SHARE-MAUI LANI EXPANSION
6E90 FAIR SHARE-KEALAKEHE COMPLEX
6E91 FAIR SHARE-MAUI H.S. COMPLEX
6E92 FAIR SHARE-LAHAINALUNA COMPLEX
6GL2 FAIR SHARE-KO'OLOA'ULA
6BD2 (T968) SETTLEMENTS - INV POOL INTEREST
6QH2 (T969) SETTLEMENTS - INV POOL INTEREST
6QH3 (T903) INVESTMENT POOL INTEREST
6QH4 (T936) INVESTMENT POOL INTEREST
6QE1 FAIR SHARE - AIEA COMPLEX
6QE2 FAIR SHARE - KAIMUKI COMPLEX

6QE3 FAIR SHARE - KAISER COMPLEX
6QE4 FAIR SHARE - KAPOLEI COMPLEX
6QE5 FAIR SHARE - MAI'ILI KAI-MAILI ELEM
6QE6 FAIR SHARE - MAI'ILI KAI-WAIANAE COMPLEX
6QE7 FAIR SHARE - BALDWIN COMPLEX
6QE8 FAIR SHARE - LAHAINALUNA COMPLEX
6QE9 FAIR SHARE - MAUI HIGH COMPLEX
6QE0 FAIR SHARE - KEALAKEHE COMPLEX
6QF1 IMPACT FEE - KALIHI TO ALA MOANA CONSTR
6QF2 IMPACT FEE - KALIHI TO ALA MOANA LAND
6QF3 IMPACT FEE - LEEWARD OAHU CONSTRUCTION
6QF4 IMPACT FEE - LEEWARD OAHU LAND
6QF5 IMPACT FEE - CENTRAL MAUI CONSTRUCTION
6QF6 IMPACT FEE - CENTRAL MAUI LAND
6QF7 IMPACT FEE - WEST MAUI CONSTRUCTION
6QF8 IMPACT FEE - WEST MAUI LAND
6QF9 IMPACT FEE - WEST HAWAII CONSTRUCTION
6QF0 IMPACT FEE - WEST HAWAII LAND
6QC7 HOLDING ACCOUNT - EDN 700
6Z51 BANK ACCT - CENTRAL (APPROPRIATED)
6PI8 BANK ACCT - PRINT CHARGES
6T52 BANK ACCT - VENDOR PAYMENT
6T53 BANK ACCT - SCHOOL LUNCH
6B07 BANK ACCT - SCHOOL LUNCH DEBIT ADJ
6HZ4 BANK ACCT - BUS TRANSPORTATION
6B08 BANK ACCT - BUS TRANSPORTATION DEBIT ADJ
6JW2 BANK ACCT - A-PLUS
6B09 BANK ACCT - A-PLUS DEBIT ADJ
6Z52 OUTSTANDING SCHOOL BANK DEPOSITS
6P08 EDN 100 GENERAL FUND ADJUSTMENT
6P09 EDN 150 GENERAL FUND ADJUSTMENT
6P10 EDN 200 GENERAL FUND ADJUSTMENT
6P11 EDN 300 GENERAL FUND ADJUSTMENT
6P13 EDN 400 GENERAL FUND ADJUSTMENT
6P14 EDN 500 GENERAL FUND ADJUSTMENT
6G83 NATIONALLY VALIDATED ASSESSMENTS
6G84 COFA RELATED SUPPORT SERVICES
6ML6 NATIONAL BOARD DIFFERENTIALS
6AD2 CUSTODIAL & SUPP SVCS BY FOOD SVC EMPLOY
6EA2 ENGLISH LANGUAGE LEARNERS
6T80 ELL-DUAL LANGUAGE
6GP9 REACH MOA
6HV2 EMERGENCIES & NATURAL DISASTERS
6I82 RES FOR NEW FACILITIES - REG INSTR
6I83 RES FOR NEW FACILITIES - SPEC ED
6I84 RES FOR NEW FACILITIES - SCHOOL ADMIN
6I85 RES FOR NEW FACILITIES - SCHOOL LIBR

6I86 RES FOR NEW FACILITIES - SUPPORT SVCS
6C23 SUPPORT FOR STRUGGLING SCHOOLS
6S88 SUBSTITUTE SYSTEM
6PF7 SUBSTITUTE CLERICALS
6PF8 SUBSTITUTE SECURITY ATTENDANTS
6FK1 HCPS-SCHOOL ACCOUNTABILITY
6FK2 HCPS-STANDARDS RESOURCE DEVELOPMENT
6PF9 SUBSTITUTE CUSTODIANS
6PG0 SUB EOS AND RECALL DUTY PREMIUM
6PF4 SUBSTITUTE TEACHERS
6PF5 SUBSTITUTE EAS
6B64 SUPERINTENDENT'S POSITION RESERVE
6B21 SCHOOL CONSOLIDATION SUPPORT
6F12 SUBSTITUTE HEALTH ASSISTANTS
6BT7 MIDDLE SCHOOL UPLINK-DHS FY18
6T13 MIDDLE SCHOOL UPLINK-DHS FY19
6P34 MIDDLE SCHOOL UPLINK-DHS FY20
6T31 NANAKULI-WAIANAE KE ALA NAAUAO FY19
6BU7 NATIVE HAWAIIAN MOHALA I KE AO-UH FY18
6BW7 HAWAII NATIVE FOREST RESTOR - TKC FY18
6T77 PRESCHOOL DEVELOPMENT B-5 - DHS FY19
6P33 DHHS-YOUTH RISK BEHAVIOR SURVEY FY20
6P40 HAWAII FAMILY ENGAGEMENT CENTER FY19
6P68 AFTER-SCHOOL (A+) TRAINING-DHS
6QG3 HAWAII FAMILY ENGAGEMENT CENTER FY20
6HV9 DHHS-PROJECT HI AWARE
6HZ8 HEAD START COLLABORATION GRANT-DHHS
6T16 DHHS-YOUTH RISK BEHAVIOR SURVEY FY19
6IQ1 HO'OIKAIKA - TRAUMA-SPEC MENTAL HLTH SVC
6T71 ALU LIKE PROJECT E OLA PONO
6X26 LOST CURRICULAR MAT-CENTRAL SVCS ASSESS
6I87 REIMB FOR LOST CURRICULAR MATERIALS
6V04 BLOOD PATHOGEN CONTROL
6KH8 PUBLIC CHARTER SCHOOLS
6EA9 PCS-MEMO OF AGREEMENT REIMBURSEMENT
6PX1 SERVICES FOR CHILDREN WITH AUTISM
6PX5 SPED RELATED SERVICES
6U33 SPED INDUCTION & MENTORING
6U34 SPED SPECIAL DAY PROGRAM
6KW2 FIRE LOSS ADVANCE ACCOUNT
6PT5 ATHLETICS ADMINISTRATION
6QB4 EDUCATIONAL INTERPRETERS
6PT0 SOCIAL WORKERS
6PT3 SKILLED NURSING SERVICES
6CZ5 APPLIED BEHAVIOR ANALYSIS
6DB8 HAW CONTENT & PERFORM STD-ASSESSMENT
6CN0 HAW CONTENT & PERFORM STAND-TRAINING

6GL1 HAWAIIAN ASSESSMENT DEVELOPMENT
6RA2 INTEGRATED SPECIAL EDUCATION DATABASE
6RA3 SCHOOL BASED BEHAVIORAL HEALTH
6PY2 TARGETED TECHNICAL ASSISTANCE
6PY4 RECRUITMENT AND RETENTION INCENTIVE
6AY5 VOC ED-PROGRAM IMPROVEMENT FY18
6AY6 VOC ED-STATE ADMINISTRATION FY18
6AY7 VOC ED-STATE LEADERSHIP FY18
6BX6 VOC ED-PROGRAM IMPROVEMENT FY19
6BX7 VOC ED-STATE ADMINISTRATION FY19
6BX8 VOC ED-STATE LEADERSHIP FY19
6P30 PERKINS-PROGRAM IMPROVEMENT FY20
6P32 PERKINS-STATE ADMINISTRATION FY20
6H42 GEN FUND VOC & APPLIED TECHNOLOGY
6CP9 IMPACT CONTINGENCY FUND
6FT8 IMPACT AID-HOLDING
6G79 IMPACT AID-HOLDING EDN 400
6H02 IMPACT AID-REGULAR EDUCATION
6B63 WSF ADJUSTMENT
6E47 SUBSTITUTE SPED TEACHERS
6H38 HOLDING ACCOUNT - EDN 100
6BU8 LILI'UOKALANI TRUST - YOUTH DEVELOPMENT
6BV0 MONSANTO FUND - STEAM MAKER SPACE
6BW1 KOKUA HAWAII FOUNDATION - PONO PONICS
6BW2 KOKUA HAWAII FOUNDATION - FARM TO SCHOOL
6BW5 CASTLE FOUNDATION GRANT-CTIN PRODUCTION
6EA8 PUBLIC SCHOOLS OF HAWAII FOUNDATION
6M98 BUS OFF PAYROLL CLEARING ACCT
6HZ7 DISCOVER PATHWAY TO FINANCIAL SUCCESS
6EA6 AMLE COLLABORATION MINI-GRANT^a
6RC9 KELLOGG FOUNDATION: P3 INITIATIVE
6T38 LOCATIONS FOUNDATION
6N76 DONATION FROM CJ CHAMBERLAIN MEM FUND
6LH4 NASDE-CONTR 2000-905-02 \$10,000
6PN2 MOA-HTA TOURISM AND HOSPITALITY
6T76 KOKUA HAWAII FOUNDATION - KPBLP
6GG0 PROJECT EC EDUCATION
6U44 NGA GRANT - EOEL
6T46 IMPACT FEE - KALIHI TO ALA MOANA CONSTR
6T47 IMPACT FEE - KALIHI TO ALA MOANA LAND
6AD6 JEJU TEACHER ABROAD EXCHANGE PROGRAM
6BU6 ELC FOUNDATION GRANT
6M86 JPO PROG TEMPORARY DEPOSIT
6T28 KOKUA HAWAII - ENVIRONMENTAL FIELD TRIP
6U08 HONSEF TRUST
6PN0 P-CARD ACCOUNT
6M80 DONATIONS - SCHOOL

6M81 DONATIONS - STATE & COMPLEX
6U11 STUDENT TRAVEL PROG - GIFTS & DONATIONS
6U31 DONATIONS - VISUALLY IMPAIRED PROGRAM
6U32 DONATIONS - EOEL
6EA5 YOUTH SERVICE HAWAII - NOAA B-WET
6BD8 KAUAI HS FDTN-BLDG T TECH CENTER
6I55 JROTC
6I74 LAHAINALUNA BOARDING DEPT-GEN FUND
6CC5 HOME/HOSPITAL INSTRUCTION
6BB5 GRANTS-MAUI SCIENCE & ENGINEERING FAIR
6AX9 EMERGENCY SHELTER REIMBURSEMENT ACCOUNT
6M90 LEEWARD
6M92 HAWAII
6RB0 ENVIRONMENTAL & CRITICAL THINKING OPPORT
6PC7 TAIWAN TEACHER EXCHANGE PROGRAM
6PC8 GLOBAL CONNECTIONS ENRICHMENT PROGRAM
6BD3 DONATIONS - CTE PERFORM BASED ASSESSMENT
6U37 WINDWARD DISTRICT SCIENCE FAIR
6AV9 DONATION-MAUI SCIENCE & ENGINEERING FAIR
6P39 SEAL OF BILITERACY
6QH1 CENTRAL CHECKING ANALYSIS ACCOUNT
6RB5 TWILIGHT SCHOOL
6KX0 OTHER EDUCATIONAL PROGRAMS
6Z92 INTERSESSION PROGRAMS
6H96 SUMMER SCHOOL - SPECIAL FUND
6I54 DRIVER AND TRAFFIC SAFETY EDUCATION
6R95 ARTIST IN THE SCHOOLS
6PF2 NIIHAU SCHOOL
6PF3 POSITION RELATED FURNITURE
6AX2 LIQUIDATED DAMAGES - P93000-13
6AX6 LIQUIDATED DAMAGES - Q91002-13
6BD5 LIQUIDATED DAMAGES - P71805-08
6AD7 MARSHALL & YUKO HUNG FOUNDATION GRANT
6AD9 HCF - MARSHALL FUND FOR IB - GRANT
6BT8 LIQUIDATED DAMAGES - Q14000-13
6BT9 LIQUIDATED DAMAGES - Q14001-13
6BU0 LIQUIDATED DAMAGES - Q18002-13
6BU5 LIQUIDATED DAMAGES - Q73000-15
6BV9 LIQUIDATED DAMAGES - P91010-07
6BW0 LIQUIDATED DAMAGES - Q81001-13
6QG0 LIQUIDATED DAMAGES - P24007-07
6QG4 LIQUIDATED DAMAGES - Q12000-16
6QG6 LIQUIDATED DAMAGES - Q11004-17
6QG8 LIQUIDATED DAMAGES - P91020-13
6CZ7 KAMEHAMEHA CTE GRANT
6CZ8 CASTLE FOUNDATION - INDUSTRY VALUED CERT
6P60 HAWAII P-20 REGIONAL PATHWAYS GRANT

6QG1 KAMEHAMEHA SCHOOLS TUTORING
6QG9 HAWAII STATE TEACHER FELLOWSHIP
6QH5 HEI CHARITABLE FOUNDATION GRANT
6BR0 PVT TRD, VOC & TCH SCH LIC SPECIAL FUND
6BX3 HA - HAU'OLI MAU LOA GRANT
6BX1 KAMEHAMEHA SCHOOLS - MALA PROJECT
6BW9 HCF - CAREER CONNECTED LEARNING
6BS4 MOLOKA'I SCIENCE OLYMPIAD GRANT (HEICF)
6BS3 NATIONAL FFA GRANT - LIVING TO SERVE
6BS1 KOKUA HAWAII FOUNDATION - CTE GRANT
6AC7 VERIZON - DIGITAL PROMISE GRANT - CA BKM
6AU2 DONATION - UENO FINE CHEMICALS INDUSTRY
6BJ7 DONATIONS - SCHOOL - PTA / PTSA / PTSO
6P69 INDUSTRIAL PURSUITS
6BJ5 VERIZON FOUNDATION GRANT - STEM PROGRAM
6BJ6 KAMEHAMEHA EARLY COLLEGE SCHOOL PROGRAM
6T12 SCHOOL BREAKFAST LEADERSHIP GRANT
6HW9 SAF CLEARING ACCOUNT
6HX2 HOPE STREET GROUP SUBSTITUTE COSTS
6U40 PROJECT LEAD THE WAY (PLTW) - GRANTS
6HX6 PROJECT LEAD THE WAY (PLTW) - DONATIONS
6HX0 JROTC KALAHEO HS - STUDENT ACTIVITIES
6HX1 JROTC KALAHEO HS - WAWF
6U15 JROTC PROGRAM TRUST
6U30 HAWAII STATE STUDENT COUNCIL TRUST
6J02 HAWAII STATE FFCLA (CTSO TRUST ACCOUNT)
6J03 HAWAII STATE FFA (CTSO TRUST ACCOUNT)
6J04 HAWAII STATE HOSA (CTSO TRUST ACCOUNT)
6J05 HAWAII STATE DECA (CTSO TRUST ACCOUNT)
6J06 HAWAII STATE SKILLS (CTSO TRUST ACCOUNT)
6U45 FFA PROJECTS-DLIR
6PB7 HEALTHY HAWAII INITIATIVE
6U17 E-SCHOOL
6I68 HAWAIIAN IMMERSION PROGRAM
6I53 LEARNING CENTERS
6X03 LEARNING TECHNOLOGY
6V41 OHA-WEST HAWAII CONSORTIUM
6CV5 OHA-HAWAIIAN IMMERSION PROGRAM
6CN6 OHA-KILOHANA GARDEN #99-65 FY00
6LM9 OHA-KEIKI O KA'AINA PROJECT
6RE5 OHA-KAKOO KUMU KAIAPUNI
6C48 OHA-OLOMANA SCHOOL
6H88 CHALLENGER CENTER
6GC2 TEACHER INDUCTION CENTER
6GC9 AFTER-SCHOOL ACTIVITIES - SCHOOL LEVEL
6GD6 PARTNERS IN DEVELOPMENT FOUNDATION
6PQ2 RISK MANAGEMENT-FIRE & CASUALTY LOSSES

6N03 STATEWIDE CITIZEN BEE
6G25 CCSSO MOVING FORWARD TRUST
6V29 PROJECT SEED-MAUI DIST OFF/MEDB
6BC7 2016 HSDM GRANT AWARD
6U93 CCSSO GRANT - HI: NEW SKILLS FOR YOUTH
6PS7 KSBE-MOTHEREAD TRAINING
6T66 HAWAIIAN STUDIES
6BD6 CASTLE FOUNDATION GRANT - SEARCH FIRM
6AZ6 HAWAII KEIKI: HEALTHY & READY TO LEARN
6M84 CYNTHIA GEISER TRUST FUND
6M85 HAWAIIAN STUDIES
6AX8 THE HUNG FOUNDATION GRANT 2016
6T35 NGA WORKFORCE GRANT
6HX3 KAISER-PROFESSIONAL DEVELOPMENT
6P45 NAT COUNCIL OF TCHR ORGAN PRJ OF MATH
6AZ7 EARLY COLLEGE
6HC6 MALAMA HONUA WORLDWIDE VOYAGE
6HC7 ZILBER CHARITABLE FOUNDATION GRANT
6U04 GIG REIMAGINED GRANT
6V31 WAILEA RESORT COMPANY, LTD - KIHEI II
6HX4 KAISER-TEAM NUTRITION/HUSSC
6HV7 NEA FOUNDATION LEARNING & LEADERSHIP GRT
6ML9 MONSANTO FUND - SPARKLE
6N11 MCINERNY FOUNDATION EXCURSION FD
6HX5 KAISER-INCREASING SCHOOL MEAL REIMB HI
6T45 NOLAN FOUNDATION GRANT
6N18 HAWAIIAN STUDIES PROG ALU LIKE
6O89 FUTURE TCHR W/SHOP MULTI-CULTURE ED OOPS
6O25 CSSCO MELLON FOUNDATION
6G67 PERFORMING ARTS LEARNING CENTERS
6N29 HEALTH OCCUPATION COURSE (DLIR)
6G59 INSTITUTIONAL NETWORK (INET) PROJECTS
6RD3 ULU KUKUI PROJECT
6HU4 THE LEARNING COALITION - CTE GRANT
6T34 HSFCU - INVESTING IN EDUCATION GRANT
6RD4 KSBE-PU'OHALA ELEM MOA
6N38 STUDENT LEADERSHIP CONFERENCE
6RD2 WAIMEA EL: SUPPLEMENTARY PROGRAMS
6G81 THE LEARNING COALITION GRANT
6O17 OFFICE OF HAWAIIAN AFFAIRS GRANTS
6I75 LAHAINALUNA BOARDING DEPT-SPECIAL FUND
6HW5 PACIFIC AMERICAN FOUNDATION GRANT
6AS3 KS KUAMAHI HA PARTNERSHIP
6KD1 SPECIAL ED PRE-SCHOOL GRANT
6F01 SPECIAL ED PRE-SCHOOL PVT SCH PART
6T32 SPECIAL ED PRE-SCHOOL GRANT PROJECT I
6GX9 SPECIAL EDUCATION TO AGE 22

6DE3 SPECIAL EDUCATION PER PUPIL ALLOCATION
6DE4 SPED PPA - INSTRUCTION
6CA0 SPECIAL EDUCATION IN REGULAR SCHOOLS
6DE2 SPED PPA ADJUSTMENT
6CA4 HAWAII SCHOOL FOR THE DEAF AND BLIND
6P50 VOC REHAB - WORK STUDY CONTRACT W/DHS
6CA8 SPED SERVICES DURING SCHOOL BREAKS
6P70 QUEEN'S HEALTH SYSTEMS GRANT
6PY1 TRANSITION SERVICES (STATE OFFICE POS)
6CF3 SPECIAL OLYMPICS
6QG5 SCHOOL BASED LAUNDRY
6QH0 LEILEHUA COMPLEX K-12 AG TECH PIPELINE
6CA9 ATTORNEY AND RELATED FEES
6KB1 ESSA MIGRANT EDUCATION
6PN1 ESSA - MEP CONSORTIUM INCENTIVE GRANTS
6CJ8 INVESTMENT POOL ACCOUNT
6B12 KEIKI FIRST STEPS
6T44 KAMEHAMEHA SCHOOLS - FCIL
6LI9 SHATTERED DREAMS OF PAHOA HI & INTER
6LJ0 SUSAN B KOMEN BREAST CANCER FOUNDATION
6JT7 TITLE V JUVENILE DELQ PREVENTION-OYS
6PN4 KS-KEAUKAHA SCHOOL TUTORING CENTER
6HX8 MOANALUA COMPLEX KOREAN LANGUAGE PROJECT
6HX9 RISK MANAGEMENT - LAVA FLOW PREPAREDNESS
6CT2 EDUCATIONAL ASSISTANT TRAINING PROGRAM
6PI2 KAISER FOUNDATION-CASTLE PERF ARTS
6PN3 KEAUKAHA SCHL MATH INVESTIGATION PROGRAM
6JT8 ATHERTON FAMILY FOUNDATION
6JT9 EDUCATION OF NATIVE HAWAIIANS
6JU2 DISNEY HAND TEACHER AWARD FY04
6T39 SEARIDER PRODUCTIONS FOUNDATION PROJECT
6JV8 HAWAII P-20 INITIATIVE
6HO3 PUBLIC SCHOOLS OF HAWAII FOUNDATION
6N48 PROJECT TEPS-PHYSICS FY93
6JW3 EDUCATE AMERICA'S YOUTH-PLANNING GRT UH
6LN6 FARRINGTON HIGH SCHOOL HANA LIKE PROGRAM
6HN9 TROOPS TO TEACHERS-DOD FY03
6KQ8 NEA FOUNDATION-INNOVATION GRANT
6KS4 ART EXHIBIT TRUST FUND
6BB3 HAWAII COMMUNITY FOUNDATION - SEL
6BX5 KUAMAHI COMMUNITY EDUCATION
6N50 US SENATE YOUTH PROGRAM
6V58 RURAL DEVELOPMENT GRANT-WAIANAE HIGH
6CU1 HAWAII DEPARTMENT OF HEALTH GRANTS
6N51 HAW COMM FD-WAIALUA HI&INT AT RISK YOUTH
6BZ4 LOWE'S - TOOLBOX FOR EDUCATION
6B24 READY, SET, READ

6A83 INTERNATIONAL EXCHANGE PROGRAM
6A61 JAPAN-HAWAII SUP SCIENCE EXCHANGE PRGM
6T82 KOKUA HAWAII FOUNDATION - HEALING GARDEN
6A74 KALANIANAOLE SCHOOL FOUNDATION
6CU6 KILOHANA COMMUNITY LEARNING CENTER
6X33 HAWAI'I COMMUNITY FOUNDATION
6X74 QUEEN LILIUOKALANI CHILDREN'S CENTER
6CJ0 CHRISTA MCAULIFFE FELLOWSHIP PRGM FY00
6P16 SUMMER AGRICULTURE SCIENCE CURRICULUM
6PR2 HAROLD KL CASTLE FOUNDATION
6AU5 JAMES & ABIGAIL CAMPBELL FOUNDATION
6B25 BETTER BEG THRGH A LATTICE OF SUPP
6I00 HCF - KOANIANI GRANT
6AV1 ESLL MULTICULTURAL ED-HAWAII COMM FD
6AB5 GEE HING CHINESE COMPANY TRUST FY98
6R09 HCF - FRAMEWORKS FOR STEM SUCCESS
6N60 THE MCINERNEY FOUNDATION
6N61 SYSTEM CHANGE PROJECT-TCHR TRNG-UAP/UH
6U05 HHS FOUNDATION - FRAMEWORKS FOR STEM
6N63 ARTS IN ED - BASIC CREATIVE ARTS PROJECT
6AV5 NATL SVC-LEARNING LEADER SCHOOLS
6CL3 MIGRANT EDUCATION
6C08 SAT PREP COURSE
6N66 JOB OPPORT & JOB SKILLS TRNG-DHS
6E56 HEALTHY KONAWAENA (HMSA)
6Z63 ESCHOOL
6E59 MARSHALL REALTY FOUNDATION
6Z85 PREL-STANDARDS-BASED INSTRUCTION
6BS0 KAMEHAMEHA SCHOOLS HOOKELE GRANT
6T40 CHOOSE LOVE FOUNDATION GRANT
6T41 OHANA ACADEMY OF EXCELLENCE
6C71 ADULT EDUCATION ENROLLMENT/TESTING FUND
6X62 PROJECT SEED-MAUI DIST OFF/MEDB FY97
6Z87 GOOD IDEA GRANT-PUBL SCHLS OF HAW FOUND
6C41 NA LEI ALOHA FOUNDATION
6AV6 GEIST FOUNDATION GRANT
6AV8 HAWAII SCHOOL-BASED VIOLENCE PREVENTION
6B03 SFA-DOE/OHCNP REIMBURSEMENT ACCOUNT
6CN9 WORKSHOP & TRAINING PROGRAMS
6CO3 EAST CONSORTIUM PROJECT FY00
6CO4 JOHN A BURNS FOUNDATION-PRESCHOOL ED
6CV7 MCSC-LEARNING CENTER
6FU0 JOINT VEN ED FORUM-TEXTBOOK INIT FY02
6GO3 KAHUA
6Z99 QUEEN LILIUOKALANI CHILDREN'S CENTER
6KX2 WAIANAE HIGH SCHOOL SP PROJECTS
6FT9 JOINT VENTURE ED FORUM-IT LABS FY02

6P85 SCHOOL VISIONS AND DREAMS PROJECT - PREL
6BC8 JAMES & ABIGAIL CAMPBELL FMLY FDN-GRANT
6C46 FEES FOR CREDIT RECOVERY CLASSES
6T30 KS - HAWAIIAN CULTURE BASED PROF DEV
6T33 KAM SCH - HANA PRESCHOOL EXPANSION PROJ
6T37 CHIEFS FOR CHANGE GRANT
6F66 HO'OKAKO'O CORPORATION
6CW3 TEMPORARY DEPOSIT ACCT-CONFERENCE FEES
6F77 WAIMANALO SCH GARDEN NUTRITION PROJ-DOH
6CX7 UH GEAR UP-RCUH PROJECT
6FQ8 CREDE PROJECT-RCUH
6B02 NOAA DIV AQUATIC RESOURCES FY09 DLNR
6CA1 IMPACT AID-SPECIAL EDUCATION
6HA4 IMPACT AID-HOLDING SPECIAL EDUCATION
6AD8 GEAR UP PROGRAM FY18
6P37 GEAR UP PROGRAM FY20
6T70 GEAR UP-UHWO FY18
6CD1 TITLE VIB SPECIAL ED-PROJECT I
6CD2 TITLE VIB SPECIAL ED-PROJECT II
6CD3 TITLE VIB SPECIAL ED-PROJECT III
6CD4 TITLE VIB SPECIAL ED-PROJECT IV
6BG8 TITLE VIB PVT SCH PARTICIPATION PROJECT
6CD6 TITLE VIB SPECIAL ED-PROJECT VI
6CD7 TITLE VIB SPECIAL ED-PROJECT VII
6CD8 TITLE VIB POOKELA PROJECT
6CD9 TITLE VIB SPECIAL ED-PROJECT IX
6CE0 TITLE VIB SPECIAL ED-PROJECT X
6U89 HCF - GEAR UP COLLEGE TOUR
6BT6 KONAWAENA HS OCEAN TECH STUDENT EXCHANGE
6U36 CASTLE FOUNDATION GRANT - CTE
6U39 ASSESSMENT FOR LEARNING - NA HOPENA A'O
6U91 CASTLE FOUNDATION GRANT - SOLA
6U97 CASTLE FOUNDATION GRANT - PHILOSURFER
6AJ1 CASTLE FOUNDATION GRANT - TIC
6BD7 WESTED GRANT - FAST-ER
6BJ4 CASTLE FOUNDATION GRANT - CAREER ACADEMY
6IQ3 CASTLE FOUNDATION GRANT - PHARMACY TECH
6BC9 AAPI ELL DATA OUTCOMES/IMPROV GRANT
6BJ3 HCF - HONOKAA COMPLEX INNOVATION LAB
6U42 ATHLIFE FOUNDATION GRANT (ATHLETICS)
6GP1 NAEP STATE COORDINATOR
6U48 HCF - STRATEGIC PLAN #1
6GU6 IMUA COLLEGE ACADEMY PROGRAM
6HA2 CASTLE/KAHUKU COMPLEX P-3 GRANT
6QA6 HCF - PILLARS OF PEACE HAWAII FUND GRANT
6QB8 HCF - HONOKAA COMPLEX STEM PARTNERSHIP
6QB9 HCF - HONOKAA COMPLEX TECHNO TRAILER

6GQ6 CREATE WELLNESS INTERV DROPOUT PREV
6GP8 KAISER FOUNDATION GRANT
6U43 CASTLE FOUNDATION GRANT - EOEL
6GQ9 CASTLE FOUNDATION GRANT - KUPU
6GR0 CASTLE FOUNDATION GRANT - REDESIGN II
6GU5 CASTLE FOUNDATION GRANT - ILT
6ML8 HCF - MOKULELE INNER EXPLORER GRANT
6GO8 HCF - CONNECTING FOR SUCCESS GRANT 2013
6U85 HCF - STRATEGIC PLAN #2
6CM8 HOLDING ACCOUNT - EDN 150
6HV0 KAISER FOUNDATION GRANT - PLAYWORKS
6HV6 DOI-COMPACT IMPACT FUNDS - EDN 300
6T42 DOI-COMPACT IMPACT FY19
6AJ5 NCLB-SUPPLEMENTAL SIG FY16
6BD4 NCLB-SUPPLEMENTAL SIG FY17
6P29 ESSA 21ST CCLC - UNALLOCATED
6T27 ESSA 21ST CCLC - SY 2018-2019
6KC5 ESSA 21ST CCLC - SY 2017-2018 AND PRIOR
6KC8 ESSA ASSESSMENT
6GD5 ESSA 21ST CCLC - SEA ACTIVITIES
6G47 ESSA TITLE III LANGUAGE INSTRUCTION
6G48 ESSA TITLE III IMMIGRANT CHILD/YOUTH
6GE5 ESSA TITLE III CENTRALIZED LEA
6HW0 NCLB-SDFSC-PROJECT HI AWARE SCT
6I15 HALE HO'OMALU
6I16 OLOMANA SCHOOL
6JP9 RESEARCH & DEVELOPMENT/PRODUCT SALE
6QD7 EDUCATION RESEARCH AND DEVELOPMENT
6PJ3 FEDERAL REVENUE MAXIMIZATION REVOLVING
6FO9 SCHOOL-LEVEL MINOR R&M SPECIAL FUND
6KX6 GIA-CENTER FOR TOMORROW'S LEADERS (CTL)
6KX7 LEILEHUA COMPLEX: STEM EDUCATIONAL SUPP
6KX8 GIA-READ TO ME INTERNATIONAL FOUNDATION
6AZ9 GIA-AFTER-SCHOOL ALL-STARS HAWAII
6AC4 GIA-SEARIDER PRODUCTIONS FOUNDATION
6AC5 GIA-WAIANAE COAST COMMUNITY FOUNDATION
6GY8 GIA-BEACH ENVIRON AWARENESS CAMPAIGN HI
6U63 GIA-READ TO ME INTERNATIONAL-EDN200
6U64 GIA-READ ALOUD AMERICA-EDN200
6AC6 GIA-HAWAII COUNCIL FOR THE HUMANITIES
6BZ5 GIA-CENTER FOR TOMORROW'S LEADERS-EDN200
6BZ6 GIA-HAWAII COUNCIL ON ECONOMIC ED-EDN200
6BZ7 GIA-HO'OKAKO'O CORPORATION-EDN200
6BZ8 GIA-ISIS HAWAII-EDN200
6EA0 GIA-SEARIDER PRODUCTIONS FOUN-EDN200
6BZ9 GIA-AFTER-SCHOOL ALL-STARS HAWAII-EDN300
6CY9 GIA-ADVANTAGE SPORTS ACADEMY-EDN300

6CZ0 GIA-OCEANIT RESEARCH FOUNDATION-EDN300
6CZ1 GIA-NA WAHINE PA'ANI O PUNAHOU-EDN300
6CZ2 GIA-FRIENDS OF WAIPAHI HIGH SCH-EDN200
6CZ3 GIA-HAWAII ACADEMY OF SCIENCE-EDN200
6CZ4 GIA-LEILEHUA ALUMNI & COMM ASSN-EDN200
6GY0 GIA-BEST BUDDIES HAWAII, LLC
6GY1 GIA-HAWAII AGRICULTURAL FOUNDATION
6GY2 GIA-HAWAII COUNCIL FOR THE HUMANITIES
6GY3 GIA-HUI MALAMA LEARNING CENTER
6GY4 GIA-KALANI HONUA
6GY5 GIA-KULA NO NA PO'E HAWAII
6GY6 GIA-MA KA HANA KA IKE
6GY7 GIA-MAUI HIGH BOOSTER CLUB
6C42 RISK MANAGEMENT - EARTHQUAKE RECOVERY
6HW2 E-RATE FUNDS
6PW7 HIGH CORE (STOREFRONT)
6G54 ALTERNATIVE PROGRAMS
6T72 PAPA HANA O KAIONA (NW CA ALC)
6I04 OLOMANA YOUTH CENTER
6JA0 ESEA TITLE I-SCHOOLS
6JA3 ESEA TITLE I-INDIRECT COST
6QD8 ESEA TITLE I-RESTRUCTURING
6BX4 ESEA TITLE I-SEA ADMINISTRATION
6PB9 ESEA TITLE I-CENTRALIZED LEA
6JA5 ESEA TITLE I-SCHOOL IMPROVEMENT
6CS9 RESOURCE DEVELOPMENT-GRANTS/APPS
6D58 DOE INDIRECT COST RECOVERY ACCOUNT
6A57 GRANT MANAGEMENT
6C75 INDIRECT COST CLEARING ACCOUNT
6JA6 ESEA TITLE I-PARENT ENGAGEMENT
6JA8 ESEA TITLE I-PRIVATE SCHOOLS
6BW4 ESEA TITLE I-LEA PARENT ENGAGEMENT
6G62 INDIRECT COST-VACATION PAYOUT
6QG2 INDIRECT COST-FMS REPLACEMENT
6QH6 DOD-LITIGATION RELATED 810
6KT5 DOD-BEST PRACTICES
6FM4 DOD-LITIGATION RELATED 210
6FU1 DOD-HOLDING 210
6G80 DOD-HOLDING EDN 400
6LI7 DOD-CHARTER SCHOOLS
6G06 DOD-HOLDING 810
6G07 DOD-CHARTER SCHOOLS 810
6AJ6 DOD-SURVEY CARD INCENTIVE
6AJ7 DOD-FED CONNECTED STUDENT INCENTIVE
6T48 DOD-EMPLOYEE/SCHOOL RECOGNITION
6BJ2 DOD-ELI TRAVEL
6HV3 DOD-BEST PRACTICES 810

6ML5 DOD-SCHOOL FACILITIES MAINTENANCE
6HW1 DOD-EA-SUPPORTING ALL OUR STUDENTS
6QA7 DOD-MILITARY LIAISON 810
6QA9 DOD-EA-COMPREHENSIVE STEM FY16
6QB7 DOD-EA-READYING RADFORD COMPLEX FY16
6U35 DOD-PCS COFA
6P36 DOD-ROUNDTABLE, FORUMS & SUPPORT SYSTEMS
6AJ2 DOD-EA-VISIBLE LEARNING FY17
6AJ4 DOD-EA-LEILEHUA COMPLEX FY17
6BU3 DOD-EA-MCASP KAILUA INTER FY18
6BX2 DOD-DHRA TROOPS TO TEACHERS
6T36 DOD-EA-CA CAMPBELL-KAPOLEI ALA HELE FY19
6DB7 STUDENT TRANSPORTATION
6P35 IMPACT AID-INNOVATIVE PROGRAMS
6T73 IMPACT AID-ENVIRONMENTAL SERVICES
6T81 IMPACT AID-SCHOOL PROCESS & ANALYSIS
6F75 IMPACT AID-LDS
6T74 IMPACT AID-FACILITIES MAINTENANCE
6T79 IMPACT AID-IT INFRASTRUCTURE
6T75 IMPACT AID-SAFETY, SECURITY & EMER PREP
6G00 IMPACT AID-WSF
6GU2 IMPACT AID-SUPPORT TO SCHOOLS
6T43 IMPACT AID-RECOGNITION AWARDS
6T49 IMPACT AID-RESOURCES FOR NEW FACILITIES
6T50 IMPACT AID-FACILITY & SUPPORT SERVICES
6E42 IMPACT AID-CHARTER SCHOOLS
6T64 IMPACT AID-FOOD SERVICES
6G68 ESSA TITLE IIA ADMINISTRATION
6BT5 ESSA TITLE IIA/TITLE IV TRANSFERABILITY
6CZ9 ESEA TITLE I NEGL & DELQ-ADMIN
6KB5 ESEA TITLE I NEGLECTED & DELINQUENT
6KB6 ESSA TITLE I NEGL/DELQ-PUBLIC SAFETY
6BZ2 ESSA TITLE IIA RECRUITMENT & RETENTION
6BZ3 ESSA TITLE IIA TARGETED PROF DEV
6KX4 ESSA TITLE IIA ED EFFECTIVENESS SYSTEM
6KX5 ESSA TITLE IIA PROF DEV-OCISS
6G09 ESSA TITLE IIA ASSIST NHQT TO HQT
6G10 ESSA TITLE IIA PROF DEV
6G11 ESSA TITLE IIA SUPPORT NEW TCHR & PRIN
6G12 ESSA TITLE IIA CONSOLIDATED PROGRAMS
6AD4 ESSA TITLE IV SSAE
6AD5 ESSA TITLE IV/TITLE IIA TRANSFERABILITY
6N80 OLELO-ED PROG PUB ACCESS TV
6S54 KIDS SCIENCE PROGRAM
6CU2 U.S. FISH & WILDLIFE SERVICE
6GR1 (OFS USE ONLY) CB EDN100 GENERAL
6GR2 (OFS USE ONLY) CB EDN100 FEDERAL

6GR3 (OFS USE ONLY) CB EDN100 FEDERAL DISC
6GR4 (OFS USE ONLY) CB EDN100 SPECIAL
6GR5 (OFS USE ONLY) CB EDN100 REVOLVING
6GR6 (OFS USE ONLY) CB EDN100 INTERDEPT TRF
6GR7 (OFS USE ONLY) CB EDN100 TRUST
6GR8 (OFS USE ONLY) CB EDN150 GENERAL
6GR9 (OFS USE ONLY) CB EDN150 FEDERAL
6GS0 (OFS USE ONLY) CB EDN150 FEDERAL DISC
6GS1 (OFS USE ONLY) CB EDN150 SPECIAL
6GS2 (OFS USE ONLY) CB EDN150 REVOLVING
6GS3 (OFS USE ONLY) CB EDN200 GENERAL
6GS4 (OFS USE ONLY) CB EDN200 FEDERAL
6GS5 (OFS USE ONLY) CB EDN200 FEDERAL DISC
6GS6 (OFS USE ONLY) CB EDN200 SPECIAL
6GS7 (OFS USE ONLY) CB EDN200 INTERDEPT TRF
6GS8 (OFS USE ONLY) CB EDN300 GENERAL
6GS9 (OFS USE ONLY) CB EDN300 FEDERAL
6GT0 (OFS USE ONLY) CB EDN300 FEDERAL DISC
6GT1 (OFS USE ONLY) CB EDN400 GENERAL
6GT2 (OFS USE ONLY) CB EDN400 FEDERAL
6GT3 (OFS USE ONLY) CB EDN400 SPECIAL
6GT4 (OFS USE ONLY) CB EDN400 REVOLVING
6GT5 (OFS USE ONLY) CB EDN500 GENERAL
6GT6 (OFS USE ONLY) CB EDN500 FEDERAL
6GT7 (OFS USE ONLY) CB EDN500 SPECIAL
6GT8 (OFS USE ONLY) CB EDN500 REVOLVING
6GU0 (OFS USE ONLY) CB EDN500 TRUST
6BU2 (OFS USE ONLY) CB EDN700 GENERAL
6BU4 (OFS USE ONLY) CB EDN700 FEDERAL
6Y00 WORKERS COMPENSATION
6Y01 UNEMPLOYMENT INSURANCE
6GK0 ADVANCED PLACEMENT (AP) INCENTIVE
6Z62 WORKERS COMPENSATION-ADMINISTRATION
6NS7 WORKERS COMPENSATION-INTERDEPT TRF
6NS8 UNEMPLOYMENT INSURANCE-INTERDEPT TRF
6B66 EMPLOYEE PERFORMANCE MANAGEMENT
6Z28 INSTRUCT DEVELOP-ADMINISTRATIVE SERVICES
6LF4 INSTRUCTIONAL SERVICES
6BR2 MALAMA HONUA - LEARNERS PATHWAY
6BR3 MALAMA HONUA - LEADERS PATHWAY
6U84 CMPLX BASED STEM WRKFORCE DEV PILOT PROJ
6CG8 SPECIAL EDUCATION SERVICES
6F88 SCHOOL HEALTH ASSISTANT ADMINISTRATION
6CG4 STUDENT SUPPORT SERVICES-ADMIN
6F78 HAWAII VIRTUAL LEARNING NETWORK
6AD3 HAWAII TEACHER STANDARDS BOARD-GEN FUND
6HA0 ACCESS LEARNING/TECHNOLOGY INTEGRATION

6K52 SABBATICAL LEAVE (CERTIFICATED)
6GY9 EDUCATOR EFFECTIVENESS SYSTEM
6GZ0 COORDINATED SUPPORT
6GZ1 SCHOOL TRANSFORMATION
6GZ9 TEACHER RECRUITMENT AND RETENTION
6K32 PROTOCOL FUND-INSTRUCTIONAL DEVELOPMENT
6U82 SCHOOL HEALTH ADMINISTRATION
6U88 LEADERSHIP INSTITUTE
6QB6 ELP STANDARDS/ASSESSMENTS IMPLEMENTATION
6PY7 SCH IMPROV/COMM LEADERSHIP GRP-ADMIN
6BA2 PROFESSIONAL DEVELOP & EDUC RES INSTI
6BA3 WASC ACCREDITATION
6E39 INDEXED COMPLEX AREA ADMINISTRATION
6CG5 STUDENT SUPPORT SERVICES
6B05 ICAA CI-QUALITY AND PERFORMANCE
6B06 ICAA CI-SYSTEM QUALITY
6E99 COMPLEX AREA SBBH SERVICES
6C52 ICAA-PROTOCOL
6G50 ICAA ADJUSTMENT
6Y16 ART IN PUBLIC PLACES
6Y17 HAWAII TEACHER STANDARDS BOARD
6KD3 ED FOR HOMELESS CHILDREN & YOUTH
6P01 DATA QUALITY, REPORTING & ANALYSIS
6FR3 NATIONALLY BOARD CERTIFIED TEACHERS
6RG6 HOMELESS CONCERNS
6EA1 TITLE IX TRAINING
6PY9 ADVANCE TECH RESEARCH-ADMIN
6D64 EDUCATION FOR THE DISABLED-ADMIN
6G89 TITLE VIB-SEA ACTIVITIES
6K87 HOLDING ACCOUNT - EDN 200
6GK9 WASC ACCREDITATION-ADMINISTRATION
6AC8 TRAINING & DATA ACCOUNTABILITY
6I42 ATHLETICS-TRANSPORTATION
6I26 STATE/DISTRICT STUDENT COUNCIL
6I25 STUDENT CONFERENCE
6U61 STUDENT TRAVEL PROGRAM
6I43 ATHLETICS-SALARY
6N79 ATHLETICS (TRUST)
6PG6 ATHLETICS-GENDER EQUITY
6I45 ATHLETICS-SUPPLIES & EQUIP
6R90 ATHLETIC TRAINERS
6GK2 GIA-AFTER-SCHOOL ALL-STARS HAWAII
6I47 ATHLETICS-TRANSPORTATION MAUI
6CF4 DISTRICT SPECIAL EDUCATION SERVICES
6PX6 TRAINING AND RETENTION MOAS
6PX7 CSSS SUPPORT SYSTEM
6CG7 SECTION 504 IMPLEMENTATION

6PG3 MEDICAID REIMBURSEMENT
6GZ2 IMPACT AID-EDN 100 OFFSET
6GZ3 IMPACT AID-EDN 150 OFFSET
6GZ4 IMPACT AID-EDN 200 OFFSET
6GZ5 IMPACT AID-EDN 300 OFFSET
6GZ6 IMPACT AID-EDN 400 OFFSET
6GZ7 IMPACT AID-EDN 500 OFFSET
6HC5 IMPACT AID-CAST
6AU3 IMPACT AID-TAKAI TRANSITION CENTERS-H3RS
6N69 KAMEHAMEHA SCH - CA NW PRESCHOOL PROJECT
6HM9 SCHOOL BUS FARE REVOLVING FUND
6L36 DUPLICATING SERVICES
6PG7 SYSTEMS ACCOUNTABILITY
6K95 BOARD OF EDUCATION SUPPORT
6L02 BUDGET
6K96 SUPERINTENDENT SUPPORT
6L16 COLLECTIVE BARGAINING ADMINISTRATION
6F80 SCHOOL FACILITY & SUPPORT SERVICES
6B67 BUSINESS OPERATIONS
6G69 DATA GOVERNANCE
6D44 CIVIL RIGHTS COMPLIANCE
6T29 ACCOUNTING
6F79 CORPORATE & COMMUNITY PARTNERSHIPS
6A65 ADVISORY SERVICES
6T68 ENTERPRISE SYSTEMS
6PY0 REPROGRAPHIC SERVICES
6P67 SCHOOL SUPPORT OPERATIONS
6A76 FEDERAL COMPLIANCE & MGMT
6Z45 COMMUNICATIONS & COMMUNITY AFFAIRS
6A82 PROTOCOL FUND - SCH FACIL & SUPP SVCS
6G77 MILITARY INTERSTATE COMPACT
6QD0 TEACHER MENTOR PROGRAM
6CY8 TEACHER IMPROVEMENT SERVICES
6U96 LABOR REL, NEGOTIATIONS & INVESTIGATIONS
6GK5 ENTERPRISE ARCHITECTURE
6GK6 INFORMATION TECHNOLOGY PROJECT MGMT
6GK7 SCHOOL TECHNOLOGY SERVICES & SUPPORT
6HW4 STUDENT INFORMATION SYSTEMS
6U83 COMMUNITY ENGAGEMENT
6HV4 STRATEGY, INNOVATION & PERFORMANCE
6HV5 POLICY, INNOVATION, PLANNING & EVAL
6L51 INFORMATION & TECHNOLOGY SERVICES
6O66 SCHOOL PROCESS AND ANALYSIS
6O67 ENTERPRISE INFRASTRUCTURE SERVICES
6FK4 COMPREHENSIVE TALENT MANAGEMENT SYSTEM
6BL9 COMMON CORE DATA SURVEY FY13
6GK1 COMMON CORE INSTRUCTIONAL MATERIALS

6LA8 SABBATICAL LEAVE-EO
6GU1 COMMON CORE OF DATA SURVEY
6L32 SABBATICAL LEAVE (CLASSIFIED)
6QC8 PARA-EDUCATOR TRAINING PROGRAM
6U06 HAWAII DATA EXCHANGE PARTNERSHIP FY16
6L56 PROTOCOL FUND-STATE ADMINISTRATION
6B68 PERSONNEL DEVELOPMENT
6L19 INTERNAL AUDIT
6CZ6 ALTERNATIVE TEACHER ROUTE PROGRAM
6L24 SERVICES AND MERIT AWARDS
6A66 PERSONNEL ASSISTANCE
6A67 PERSONNEL MANAGEMENT
6GL0 PROGRAM REVIEW
6K97 PROTOCOL FUND
6L26 CRIMINAL HISTORY RECORDS CHECK
6T69 FINANCIAL MANAGEMENT SYSTEM
6A68 ECSSS
6L21 TALENT MANAGEMENT
6L57 HOLDING ACCOUNT - EDN 300
6KP0 PROCUREMENT & CONTRACT SERVICES
6PZ8 FOOD SERVICE ADMINISTRATION
6L81 FOOD SERVICES-GENERAL FUND
6HI9 ADMINISTRATIVE SERVICES-SPECIAL FUND
6AZ0 HCNP MAINTENANCE OF EFFORT FY18
6BY0 HCNP MAINTENANCE OF EFFORT FY19
6CY7 HCNP MAINTENANCE OF EFFORT FY20
6LN3 FOOD DISTRIBUTION-OPERATIONS
6LN4 FOOD DISTRIBUTION-SALVAGE
6LN5 FOOD DISTRIBUTION-ADMIN
6L82 FOOD SERVICES-SPECIAL FUND
6AY9 FFVP-SFSB FY18
6BX9 FFVP-SFSB FY19
6P24 FFVP-SFSB FY20
6KD6 SCH PRGM FOOD SERVICES
6F62 SCH PRGM FOOD SERVICES_FFVP
6KP1 HOLDING ACCOUNT - EDN 400
6P25 USDA STATE ADMIN EXPENSE FY20
6P26 CACFP AUDIT FY20
6P27 SFSP SAF STATE ADMIN FUND FY20
6P28 FFVP ADMIN FY20
6AZ1 USDA STATE ADMIN EXPENSE FY18
6BU1 CN SCHOOL MEAL EQUIP ADMIN FY18
6T14 CN SCHOOL MEAL EQUIP ADMIN FY19
6T15 CACFP MEAL SERVICE TRAINING FOR SA FY19
6T83 NSLP-SCHOOL MEAL EQUIP ADMIN FY19
6T17 SBP BREAKFAST REIMBURSEMENT FY19
6T18 NSLP LUNCH REIMBURSEMENT FY19

6T19 ASP SNACK REIMBURSEMENT FY19
6T20 SMP MILK REIMBURSEMENT FY19
6T21 SFSP MEAL REIMBURSEMENT FY19
6T22 CACFP MEAL REIMBURSEMENT FY19
6T23 CACFP SPONSOR ADMIN FY19
6T24 CACFP CASH IN LIEU OF COMMODITIES FY19
6T25 FFVP REIMBURSEMENT FY19
6T26 CN SCHOOL MEAL EQUIP REIMBURSEMENT FY19
6T84 NSLP-SCHL MEAL EQUIP REIMBURSEMENT FY19
6P41 SBP BREAKFAST REIMBURSEMENT FY20
6P42 NSLP LUNCH REIMBURSEMENT FY20
6P43 ASP SNACK REIMBURSEMENT FY20
6P44 SMP MILK REIMBURSEMENT FY20
6P48 SFSP MEAL REIMBURSEMENT FY20
6P49 CACFP MEAL REIMBURSEMENT FY20
6P56 CACFP SPONSOR ADMIN FY20
6P57 CACFP CASH IN LIEU OF COMMODITIES FY20
6P58 FFVP REIMBURSEMENT FY20
6BY1 USDA STATE ADMIN EXPENSE FY19
6BY2 CACFP AUDIT FY19
6BY3 SFSP SAF STATE ADMIN FUND FY19
6BY4 SFSP INSPECTION FY19
6BY5 FFVP ADMIN FY19
6ML7 SCHOOL CUSTODIAL & SUPPORT SERVICES
6QA4 SCHOOL CUSTODIAL CENTRALIZED SERVICES
6L95 USE OF SCHOOL FACILITIES - SCHOOL
6V54 USE OF SCHOOL FACILITIES - COMPLEX
6X25 CENTRAL SVC EXP (S325E) (OFS USE ONLY)
6GF2 USE OF SCHOOL FACILITIES - TELECOM
6QA5 TELEPHONE CENTRALIZED SERVICES
6S13 TELECOMMUNICATION CHARGES FOR SCHOOLS
6QG7 TECHNOLOGY INFRASTRUCTURE FOR SCHOOLS
6F82 ENVIRONMENTAL SERVICES
6QA2 FACILITIES DEVELOPMENT
6QA3 FACILITIES MAINTENANCE
6QA1 AUXILIARY SERVICES
6A71 UTILITIES
6BR5 ATHLETIC TRAVEL
6BV2 UTILITIES EFFICIENCY
6BV3 UTILITIES MANAGEMENT
6BV4 UTILITIES SUSTAINABILITY
6BV5 UTILITIES OPERATIONS & MAINTENANCE
6BV6 UTILITIES FINANCING REPAYMENTS
6F81 SAFETY, SECURITY & EMERGENCY PREPAREDNESS
6RG7 TEACHER HOUSING
6GF4 PLN-INCLUSIVE PRACTICES
6GF5 CAST - COMMON CORE

6GF6 CAST - INDUCTION & MENTORING
6GF7 CAST - STEM
6GF8 CAST - PRINCIPAL & TEACHER EVALUATIONS
6GF9 CAST - FORMATIVE INSTRUCTION
6GP0 PLN-TRANSITIONS
6RA5 JVEF-TECHNOLOGY FY07 (\$1,024,795)
6RF1 JVEF-CITIZENSHIP FY07
6RF3 JVEF-TRANSITION FY07
6F04 JVEF FY10 CURRICULUM RD. 2 (\$60,844.08)
6GF0 JVEF 2012 COLLEG & CAREER RADFRD C. RD 4
6GO1 JVEF 2013 ADMIN FUNDS PART 2
6ML4 JVEF 2015 ADMIN FUNDS PART 3
6BX0 JVEF - FY2018
6PA1 WEIGHTED STUDENT FORMULA
6PA2 WSF-INSTRUCTION
6PA3 WSF-ELL
6PA4 WSF-INSTRUCTIONAL SUPPORT
6PA5 WSF-STUDENT SERVICES
6PA6 WSF-STUDENT BODY ACTIVITIES
6B71 WSF-ENABLING ACTIVITIES I
6B58 WSF-ENABLING ACTIVITIES II
6B59 WSF-ENABLING ACTIVITIES III
6B60 WSF-ENABLING ACTIVITIES IV
6B61 WSF-ENABLING ACTIVITIES V
6B62 WSF-ENABLING ACTIVITIES VI
6PB3 WSF-SCHOOL ADMINISTRATION
6PB4 WSF-SCHOOL FACILITY SERVICES
6PB5 WSF-PROTOCOL FUND
6E58 WSF-CTE
6PP4 WSF-BUY BACK DECA
6PP5 WSF-BUY BACK SKILLS USA
6PP6 WSF-BUY BACK FFA
6PP7 WSF-BUY BACK FCCLA
6PP8 WSF-BUY BACK HOSA
6GD7 WSF-AT RISK PROGRAMS
6PQ1 CAREER AND TECHNICAL STUDENT ORGS
6M08 AFTER SCHOOL PROGRAM
6LB9 AFTER SCHOOL (A+) REVOLVING FUND
6AZ8 REACH PROGRAM
6S46 HOLDING ACCOUNT - EDN 500
6P99 PROTOCOL FUND - ADULT COMMUNITY SCHOOLS
6Z46 ADULT ED DEPT OF CORRECTIONS PROJ
6CJ3 FIRST TO WORK PROGRAM-DHS
6E26 ADULT EDUCATION PER PUPIL ALLOCATION
6M31 CENTRAL SVC EXP (S302E) (OFS USE ONLY)
6LH2 GED TESTING
6M05 ADULT BASIC EDUCATION

6M06 ADULT SECONDARY
6W38 ADULT ED REVOLVING FUND SECONDARY 9-12
6M07 HOMEMAKING
6M32 ADULT EDUCATION - SPECIAL FUND
6E40 ADULT EDUCATION
6RC0 SPED STIPEND PROGRAM - HRS 302A-707
6G51 ADULT EDUCATION PPA ADJUSTMENT
6P18 ADULT ED-ADMIN FY20
6P19 ADULT ED-BASIC FY20
6P20 ADULT ED-INSTITUTIONALIZED PERSONS FY20
6P21 ADULT ED-STATE LEADERSHIP FY20
6P22 ADULT ED-IEL/CE FY20
6P23 ADULT ED-ADULT SECONDARY ED FY20
6AU4 ADULT ED-ADMIN FY18
6BY6 ADULT ED-ADMIN FY19
6BY7 ADULT ED-BASIC FY19
6BY8 ADULT ED-INSTITUTIONALIZED PERSONS FY19
6BY9 ADULT ED-STATE LEADERSHIP FY19
6BZ0 ADULT ED-IEL/CE FY19
6AV0 ADULT ED-BASIC FY18
6AY1 ADULT ED-INSTITUTIONALIZED PERSONS FY18
6AY2 ADULT ED-STATE LEADERSHIP FY18
6AY3 ADULT ED-IEL/CE FY18
6AY4 ADULT ED-ADULT SECONDARY ED FY18
6U58 ADULT ED-IELCE FY17
6BZ1 ADULT ED-ADULT SECONDARY ED FY19
6PT6 FISCAL SERVICES
6BR7 ACT 164/17 PVT TRD, VOC & TCH SCH LIC GF
6EA3 ACT 051/18 COMPUTER SCIENCE
6EA7 ACT 207/18 COMPOSTING GRANT PILOT PGM
6PX9 WSF SUPPORT
6PY8 SCHOOL COMM COUNCILS
6GC6 GIA-READ TO ME INTERNATIONAL FOUND FY15
6JB5 ESEA TITLE I-HOMELESS CHILDREN
6JB6 ESEA TITLE I-TRANS&SUPP ED SVCS
6JB7 ESEA TITLE I-COMPLEX AREA INITIATIVES
6BU9 ESEA TITLE I-INNOVATION GRANTS
6IQ0 COMPREHENSIVE LITERACY STATE DEV PROG
6JU1 VOLCANOES ALIVE PROJECT FY04
6BV1 HCF - STEM LEARNING PARTNERSHIP
6A80 KE ALAHULA PROJECT-ALU LIKE FY 09
6LG9 NA ALAHELE BIOTECHNOLOGY PROJ FY06
6HL9 MALAMA NO KA IKE O KA AINA-ALU LIKE FY03
6PI6 NA ALAHELE BIOTECHNOLOGY PROJ FY07
6RF5 NANAKULI HIGH - ALU LIKE FY08
6RD0 PROJECT E OLA PONO-ALU LIKE FY08
6GQ8 PROJECT E OLA PONO-ALU LIKE FY14

6BB2 PROJECT E OLA PONO-ALU LIKE FY17
6BS2 PROJECT E OLA PONO-ALU LIKE FY18
6RD1 KE ALAHULA PROJECT-ALU LIKE FY08
6N72 STUDENT ASSISTANT PROG-OCY FY 93
6FS4 RECYCLING BIN AREA MILILANI MAUKA-CCHH
6PL6 ESSA - TITLE I LEA GRANTS ADMIN
6PL7 ESSA - NEGL & DELINQUENT TITLE 1 ADMIN
6PL8 ESSA - AFTER SCHOOL LRNG CENTER ADMIN
6PM2 ESSA - IMPR TEACHER QLTY STATE GRT ADMIN
6PM4 ESSA - ENGLISH LANG ACQUISITION ADMIN
6MA0 STATE EDUCATIONAL FACIL IMP SPECIAL FUND
6MA1 FACILITY DEV ACCRUED VAC/SICK LEAVE ACCT
6MA2 FACILITY DEV ASSESSMENT OPERATING ACCT
6B20 ESSA - SUPPLEMENTAL SCH IMPROVE ADMIN
6PM9 ESSA - MIGRANT EDUC TITLE 1 ADMIN
6GU7 ERRONEOUS DEPOSIT TEMP HOLDING ACCOUNT
6KW4 CENTRAL CHECKING ANALYSIS ACCT (C-871)
6P59 SPED PPA-STDT SUCCESS POSS ADDTL FUNDS
BD13 STDNT SUCCESS - POSSIBLE ADDTL WSF FUNDS
BD14 STAFF SUCCESS - POSSIBLE ADDTL WSF FUNDS
BD15 SYS SUCCESS - POSSIBLE ADDTL WSF FUNDS
BD16 STDNT SUCCESS - POSSIBLE SUPPLMNTL FUNDS
BD17 STAFF SUCCESS - POSSIBLE SUPPLMNTL FUNDS
BD18 SYS SUCCESS - POSSIBLE SUPPLMNTL FUNDS
N001 PAIA ES - DESIGN
N002 PAIA ES - CONSTRUCTION
N003 LAHAINA - DESIGN
N004 LAHAINA - CONSTRUCTION
N005 LAHAINA - EQUIPMENT
N006 KAPOLEI - DESIGN
N007 KAPOLEI - CONSTRUCTION
N008 KAPOLEI - EQUIPMENT
N009 KEALAKEHE - DESIGN
N010 KEALAKEHE - CONSTRUCTION
N011 KEALAKEHE - EQUIPMENT
N012 MAUI - DESIGN
N013 MAUI - CONSTRUCTION
N014 MAUI - EQUIPMENT
N018 RISK MANAGEMENT - OTHER REIMBURSEMENTS
6F06 WAIKAPU-DESIGN
6F07 WAIKAPU-CONSTRUCTION
6F08 WAIKAPU-EQUIPMENT
6F09 KAMALII-DESIGN
6F10 KAMALII-CONSTRUCTION
6F11 KAMALII-EQUIPMENT
6G60 MAUI LANI EXPANSION

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Code	Description
MF07	Lower Education

<u>Code</u>	<u>Description</u>
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