Office of General Services
Procurement Services

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Bid Solicitation Update #2

Subject: Bidder Questions and MWBE & SDVOB Interest in Partnering with Bidders (NYS Lot Only)

DATE: May 21, 2026

IFB/RFP: 23420 **BID OPENING DATE & TIME:** June 3, 2026 | 1:30 PM

GROUP & TITLE: **71022** **Business Consulting Services**

OGS DESIGNATED CONTACTS:

Jessica Watson	518-486-4830	ogs.sm.PS.BusinessConsulting@ogs.ny.gov
Sean Hume	518-486-1692	ogs.sm.PS.BusinessConsulting@ogs.ny.gov

TO PROSPECTIVE BIDDERS:

Due to the volume of questions received for the Bidder Questions, OGS is unable to issue responses by the tentative date specified in the Key Events/Dates Table (May 21, 2026). There is currently no revised release date scheduled. If necessary, the Bid Opening Date for Solicitation 23420 will be revised commensurate with the issue date of OGS Responses to the Bidder Questions.

All other terms and conditions of the Solicitation remain unchanged. All Bids shall be considered on the basis of any/all amendments.

NYS OGS has updated its list of New York State certified MWBEs and SDVOBs interested partnering with bidders in accordance with Solicitation Section 1.9 *(NYS Only) MWBE & SDVOB Interest in Partnering with Bidders*. The updated list of interested providers is:

Company Name:	BCB Matthews Inc.
Contact Information:	Brian Matthews Address: 22 Rose Lane, Rensselaer, NY 12144 Phone: (518) 414-2895 Email: 83thekd@gmail.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Our mission at BCB Matthews is to develop government and private business leaders by providing them with the expertise, tools, and strategies they need to navigate and excel. We are dedicated to fostering innovation, enhancing leadership capabilities, and driving organizational and personal excellence. Through tailored consulting and comprehensive training programs, we aim to build a resilient and effective government and business-to-government workforce that delivers impactful results for the communities it serves. Our commitment to integrity, collaboration, and continuous improvement ensures that we meet the unique challenges of the public sector with sustainable and forward-thinking solutions. Focus Areas: BCB Matthews LLC is a strategic advisory and consulting firm focused on helping organizations navigate the intersection of government, technology, procurement, and public-sector growth opportunities. The firm provides guidance to businesses seeking to expand within state, local, and federal government markets through targeted advisory services, relationship

	development, and operational strategy support. BCB Matthews LLC offers expertise in identifying and pursuing government funding opportunities, including grants, economic development programs, infrastructure initiatives, and public-private partnership opportunities. The firm also advises clients on government procurement strategy, helping organizations better understand agency purchasing processes, contract positioning, compliance requirements, and market-entry planning. In addition, BCB Matthews LLC provides government operations and strategic advisory services designed to help companies align their solutions with public-sector priorities, improve stakeholder engagement, and develop long-term growth strategies within government environments. The firm supports clients in navigating complex governmental structures while positioning them for sustainable success in highly regulated and competitive public-sector markets.
NYS Certification Type:	MBE
Locations in NYS the company provides services in:	Statewide

Company Name:	Briljent LLC
Contact Information:	Celia McGarry Address: 6114 Constitution Dr. Suite 101, Fort Wayne, IN 46804 Phone: (518) 250-8824 Email: cmcgarry@briljent.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Briljent, LLC is a business consulting firm with 28 years of experience delivering professional services to state, federal, and local government clients. Briljent's core capabilities include organizational change management, strategic planning, project management, professional development and training, workforce planning and organizational development, staff augmentation, health IT modernization, federal funding strategy and compliance, and regulatory and policy interpretation.
NYS Certification Type:	WBE
Locations in NYS the company provides services in:	Statewide

Company Name:	Documentation Strategies Inc.
Contact Information:	Jennifer Fitzpatrick, Director of Business Development Address: 15 2nd Avenue, Rensselaer, NY 12144Phone: (518) 424-3691 Email: jennifer.fitzpatrick@docstrats.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Docstrats provides delivery-focused consulting services designed to support complex public sector initiatives. We are often brought in where teams need both strong execution support and a partner who can operate seamlessly within complex program environments. Our approach centers on augmenting teams with the right mix of subject matter, technical, administrative or regulatory compliance expertise, aligning resources to support program goals, timelines, and successful outcomes. We frequently partner with larger firms, building and scaling integrated teams that complement the prime's delivery model while providing continuity, flexibility, and specialized expertise across engagements. This collaborative model enables our clients to maintain momentum on critical initiatives while benefiting from a stable, high-performing team structure.
NYS Certification Type:	WBE

Locations in NYS the company provides services in:	Statewide

Company Name:	Franglais Management
Contact Information:	Jessica Dolcy Phone: (917) 475-6347 Email: Jessica@FranglaisMGMT.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Franglais Management is a New York State MWBE-certified consulting firm providing business consulting, workforce development, curriculum design, monitoring and evaluation, capacity building, stakeholder engagement, facilitation, qualitative research, data analysis, program strategy, and technical writing services. Our work is especially aligned with the Human Resources & Workforce Development and Management & Operational consulting categories under this solicitation.
NYS Certification Type:	MWBE
Locations in NYS the company provides services in:	NYC metro area (5 boroughs), Nassau County, Suffolk County, Westchester County

Company Name:	MFR Consultants Inc.
Contact Information:	Chris Chepel, Director Address: 128 Chestnut Street, Philadelphia, PA 19106 Phone: (215) 238-9270 x1014 Phone: (610) 639-8041 Email: cchepel@mfrconsultants.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	MFR Consultants, Inc. is a full-service management consulting firm with more than 35 years of experience serving federal, state, and local government clients. We bring deep expertise in public sector management and operational consulting, federal grants compliance, and technology advisory services including enterprise system evaluation, data management strategy, and quality assurance/IV&V.
NYS Certification Type:	MWBE
Locations in NYS the company provides services in:	Statewide

Company Name:	MKJ Communications Inc.
Contact Information:	Nezzie Alexanian Address: 850 3rd Ave, Ste 407, Brooklyn, NY 11232 Phone: (212) 206-0072 Phone: (215) 910-0345 Email: Nezzie@mkjcomm.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	MKJ Communications, Inc. provides engineering and consulting services focused on communications systems integration, including design, implementation, and support of complex communication infrastructures, as well as Project Management, Process and Logistic, and Management Consulting Services.
NYS Certification Type:	WBE

Locations in NYS the company provides services in:	Statewide

Company Name:	Peace of Find LLC
Contact Information:	Jazmyn Michel-Douglas, Founder & Principal Consultant Address: 17561 Hillside Avenue, STE 202 Queens, NY 11432 Phone: (917) 856-3770 Email: jazmyn@peaceoffindny.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Peace of Find LLC is a Queens-based management and operational consultancy specializing in records management, business process optimization, digital file systems, workflow design, and organizational efficiency. We serve public entities including municipal agencies, school districts, and nonprofits across New York State.
NYS Certification Type:	MWBE
Locations in NYS the company provides services in:	Statewide

Company Name:	RCI Technologies Inc.
Contact Information:	Gereld Boffa Address: 110 Fieldcrest Avenue, Edison, NJ, 08831 Phone: (908) 217-1826 Email: gereld@rci-technologies.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	RCI Technologies unites four decades of federal & local government expertise with modern artificial intelligence — delivering smarter, faster, and more secure outcomes for mission-critical programs. Founded in 1982, RCI is a certified Minority-Woman Owned IT firm headquartered in New Jersey, with offices in New York, Washington DC, and Austin. We unite people, process, and AI-augmented technology to create high-value solutions for federal and local government entities — driving measurable mission outcomes at scale. Our AI-forward approach transforms how government agencies operate: automating processes, surfacing insights, and securing infrastructure
NYS Certification Type:	MWBE
Locations in NYS the company provides services in:	Statewide

Company Name:	Red Hill Consulting LLC
Contact Information:	Kirtan Stoute, CEO Address: 401 Park Avenue South, 10th Floor, New York, NY 10016 Phone: 914-359-7750 Email: kirtan.stoute@redhill.network
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Red Hill Consulting LLC is a New York-based management, digital operations, and compliance consulting firm serving public-sector clients. Our service offerings align with the Solicitation's categories of (A) Management & Operational Consulting (strategic planning, change management, business process management, risk management, finance & budget, project management); (B) Digital Operations (IT strategic planning & policy, infrastructure & architecture, independent verification & validation, data & analytics); (C) Human Resources & Workforce Development (HR strategy & compliance, talent management, professional development, workforce

	planning, compensation & benefits); and (E) Legal & Compliance (federal, state, and local law compliance, rulemaking support). Founded by U.S. Army veteran Kirtan Stoute, Red Hill brings over twenty years of expertise in IT, governance, risk, and compliance to public-sector engagements, with past experience supporting New York State agencies, the Metropolitan Transportation Authority, the New York Power Authority, the Port Authority of NY and NJ, and other state, city, and federal clients. Red Hill stands ready to support prime contractors and Authorized Users in delivering on the Master Agreements awarded under this Solicitation and in meeting New York State's diverse-vendor participation objectives.
NYS Certification Type:	MWBE
Locations in NYS the company provides services in:	Statewide

Company Name:	r6catalyst
Contact Information:	Maddie Chandran, Managing Principal Address: 617 Stokes Rd., Suite 4-167, Medford, NJ 08055 Phone: 973666-3143 Email: m@r6catalyst.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	r6catalyst is a certified M/W/DBE boutique management consulting firm with over 15 years of experience delivering data-driven solutions to public and private entities. Our multidisciplinary team of subject-matter experts and C-level executives provides agile, ethical, and innovative consulting to help government clients solve complex challenges. **Core Competencies:** • Management & Operational: Strategic planning, organizational roadmaps, change management, and business process optimization. • Human Resources & Workforce Development: Leadership and team development, culture building, and skills training. • Program Management: MWDBE compliance, supplier programs, capacity building, and certification assistance. • Marketing & Communications: Brand strategy, stakeholder engagement, and public outreach. • Digital Operations: Technology-driven organizational systems and digital transformation.
NYS Certification Type:	MWBE
Locations in NYS the company provides services in:	Statewide

Company Name:	Tech Valley Talent
Contact Information:	Renee Roth-O'Neil Address: 20 Prospect St, Ballston Spa, NY 12020 Phone: (518) 882-0001 x 111 Email: RFPs@techvtal.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Tech Valley Talent provides IT professional services to state government clients inclusive of: Business Advisory Services, IV&V, Staff Augmentation, Digital Transformation, IT Security and Data Management. We are a NYS Certified WBE headquartered in the Albany area.
NYS Certification Type:	WBE

Locations in NYS the company provides services in:	Statewide

Company Name:	Technology Professionals Group Inc. dba Cloud and Things
Contact Information:	Kishor Bagul, Chief Executive Officer Address: 15 Yardley Court, Loudonville, NY, 12211 Phone: 518-633-8811 Email: kishor@cloudandthings.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Cloud and Things is a consulting firm providing business and technology consulting services to public and private sector clients. Services offered that relate to this Solicitation include management and operational consulting, digital and technology consulting, and workforce and organizational consulting.
NYS Certification Type:	MBE
Locations in NYS the company provides services in:	Statewide

Company Name:	Two X Consulting LLC
Contact Information:	Christine Hanson, President Address: 435 Terrace Avenue, Garden City, NY 11530 Phone: (516) 375-4251 Email: christine@twoXconsulting.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	Small business coaching and technical assistance services designed to support every stage of business development, from pre-revenue/start-ups to growth, expansion and succession planning. We are experts in financial, operations, risk management, marketing and capital access to position entrepreneurs for long-term sustainability and funding opportunities. Our services include development of comprehensive business plans, financial projections, strategic growth plans and creation of strong financial presentations to qualify for capital, in addition to creating operational and marketing strategies. We are a full-service insurance agency/broker in New York State and across the U.S. with 20 years of experience in surety bonding, managing bond lines from introductory to $20mil.
NYS Certification Type:	WBE
Locations in NYS the company provides services in:	Statewide

~~**Company Name:**~~	~~The Virtual Collab by CY LLC~~ **REMOVED**
~~**Contact Information:**~~	~~Chelsea Cole, Founder and CEO~~ ~~Address: 212 East 39th Street Brooklyn, NY 11203~~ ~~Phone: (347) 864-2728~~ ~~Email: hello@thevirtualcollabbycy.com~~
~~**Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:**~~	~~The Virtual Collab is an administrative and operations management agency that helps mission-driven organizations strengthen their operational infrastructure and improve organizational efficiency. We provide administrative, operational, project, and travel management support to small businesses, nonprofits, organizations, and public sector agencies. We help organizations build the people, processes, systems, and project management frameworks they need to improve productivity, streamline operations, and~~

	~~support long-term sustainability. With over a decade in public health, healthcare, and higher education operations, we help organizations build strong operational foundations so leaders can focus on impact and growth.~~ ~~**Administrative Management**~~ ~~• Calendar, inbox, and task management system development for leadership teams~~ ~~• Meeting and event coordination systems, agenda development, and follow-up tracking processes~~ ~~• Data entry and administrative reporting~~ ~~**Operations Management**~~ ~~• Strategic planning and organizational development~~ ~~• Operations assessment, audit, and optimization of business functions~~ ~~• Development and implementation of standard operating procedures (SOPs)~~ ~~**Program & Project Management**~~ ~~• Planning, timeline development, task tracking, and execution across multiple stakeholders and workstreams~~ ~~• Development and implementation of systems, tools, and workflows~~
~~**NYS Certification Type:**~~	~~MWBE~~
~~**Locations in NYS the company provides services in:**~~	~~Statewide~~

Company Name:	VLP Solutions, LLC
Contact Information:	Valerie Pitka Address: 1937 Stablegate Dr, Canadaigua, NY 14424 Phone: 585-615-8705 Email: vpitka@vlpsolutions.com
Brief description of the company and the Products and/or services that the company offers that are related to this Solicitation:	VLP Solutions, LLC is a New York State certified Women-Owned Business Enterprise (WBE) and Service-Disabled Veteran-Owned Business (SDVOB) providing business consulting, workforce development, organizational support, and project coordination services to public-sector and mission-driven organizations. VLP Solutions specializes in workforce onboarding and training support, stakeholder engagement, process improvement, documentation development, operational coordination, and project management support. The firm supports agencies and organizations in implementing structured, sustainable operational practices that improve communication, strengthen workforce readiness, and support successful program delivery. VLP Solutions brings experience supporting complex operational environments requiring cross-functional coordination, compliance awareness, documentation discipline, and stakeholder-focused execution. Services are designed to help organizations improve operational efficiency, support organizational change initiatives, strengthen onboarding and workforce engagement, and maintain continuity across projects and initiatives. VLP Solutions frequently collaborates with internal teams and external partners to provide scalable project support and stakeholder coordination across complex initiatives.
NYS Certification Type:	SDVOB, WBE
Locations in NYS the company provides services in:	Statewide

Bidders must register with the New York State Contract Reporter (“NYSCR”) at https://www.nyscr.ny.gov in order to receive notifications about this Solicitation. Navigate to the “I want to find contracts to bid on” page to register for your free account. In order to receive e-mail notifications regarding updates to the content or status of a particular ad, you must “bookmark the ad” on the upper right hand side of the ad, then return to

your Account, view your list of bookmarked ads, and then select “send me notification updates” option listed to the right of the ad. Answers to all questions of a substantive nature will be posted in the form of a question and answer document and released through the NYSCR. Any updates to Solicitation documents will also be posted and released through the NYSCR.

If you do not opt-in to receive notification updates regarding a particular ad, you will not receive e-mail notifications regarding updates, including e-mail notifications regarding the posting of the question and answer document and updates to Solicitation documents.

Be advised that submission of responses to the Solicitation that do not reflect and take into account updated information may result in your Bid being deemed non-responsive to the Solicitation.