

## COVER LETTER

9/29/2016

Mr. Sam Orth  
Director, Department of Technology  
City of Columbus  
1111 East Broad Street  
Columbus, Ohio 43205

RE: Reference and Data Architecture Statement of Work

Dear Sam:

It is with great pleasure and excitement that Fusion Alliance (Fusion) submits the enclosed SOW in response to the request for Reference and Data Architecture Services:

### Data Program Manager Services tasks:

- The Data Program Manager (Data Architect) will work with DoT to collaboratively lead the design, development and implementation of open-data data architectures for current city initiatives, including re-design of the city's current data architecture around an open-government platform and the Information Data Exchange (IDE) component of the Smart Columbus grant.
- Serve as a lead resource for the design of the city's open-data data architecture that will be used by the city and the Smart Columbus program.
- Coordinate design efforts with the city's staff, business, grant and information technology partners including among others: Smart Columbus Program Office, U.S. Department of Transportation, the Columbus Partnership, Amazon Web Services, IBM, and the Mid-Ohio Regional Planning Commission.
- Conduct research on various proprietary and open source technologies. Document, and present research summaries describing the advantages and disadvantages in terms of value-creation or cost-benefit to the city.

### Reference Architecture Program Manager Services tasks:

- The Reference Architecture Program Manager (Reference Architect) will work with DoT to collaboratively lead the design, development and implementation of open-data reference architectures for current city initiatives, including re-design of the city's current data architecture around an open-government platform and the Information Data Exchange (IDE) component of the Smart Columbus grant.
- Serve as a lead resource for the design of the city's open-data reference architecture that will be used by the city and the Smart Columbus program.
- Coordinate design efforts with the city's staff, business, grant and information technology partners including among others: Smart Columbus Program Office, U.S. Department of Transportation, the Columbus Partnership, Amazon Web Services, IBM, and the Mid-Ohio Regional Planning Commission.
- Conduct research on various proprietary and open source technologies. Document, and present research summaries describing the advantages and disadvantages in terms of value-creation or cost-benefit to the city.



Should you have immediate needs, further inquiry or any other information, please contact:

Doug Drescher, Director, Business Development  
440 Polaris Parkway, Suite 500  
Westerville, Ohio 43082  
Phone: 614-896-2030  
E-mail: [ddrescher@fusionalliance.com](mailto:ddrescher@fusionalliance.com)

Under brand name Fusion Alliance, our legal entity is Fusion Technologies-East, LLC (formerly Quick Solutions, LLC) a limited liability company with its principal place of business at 440 Polaris Parkway, Suite 500 Westerville, Ohio 43082. Fusion Alliance has offices located in Columbus, OH, Cincinnati, OH and Indianapolis, IN. We are submitting this SOW under our State of Ohio State Term Schedule (534175-2).

Fusion is uniquely qualified to perform this engagement. Our differentiators include:

- solid core technical expertise,
- proven track record in planning, designing and delivering large scale enterprise Strategic Data and Reference Architecture solutions that leverage the latest Open Source platforms and tools for data architecture,
- early and sustained cloud adoption experience,
- agnostic attitude toward specific technology solutions.

Former clients include companies like: Sallie Mae, Duke Energy, Liberty Mutual, Nationwide Insurance, Chase, Vantiv, First Financial Bank, Wabash Valley Power Authority and a host of others within our region.

Execution of this engagement will be overseen by our Strategic Data Management and Analytics Solution Director, Robert Luikart. The Strategic Data Management and Analytic consulting solutions offered by Fusion Alliance are comprehensive, proven, and delivered by deeply seasoned senior consultants. A 40-year veteran of SDM&A, Rob doesn't just know what he is doing; he and our Strategic Data Management and Analytics team have lived and breathed it at organizations across the country, ensuring that The City of Columbus will achieve the best possible outcome with us as your trusted partner.

I am authorized to bind Fusion Alliance to all statements, services, and prices contained in the attached proposal. The proposal scope and pricing submitted therein will be valid for 30 days after Thursday, September 29, 2016.

We look forward to serving you in this important endeavor and are confident that you will be pleased with our performance, commitment to your success, and the results achieved by our collaboration.

Sincerely,



Rick Mariotti, Partner/President  
Fusion Alliance



**Fusion Alliance**