

D. Trivision Tek Group – Managed Medicaid Information System (X199)

November 18, 2010

- Grantee:** Trivision Tek Group, Inc., d/b/a Trivision Group Inc.
 (“Trivision” or the “Group”)
- ESD Investment:** A grant of up to \$350,000 to be used for the cost of hiring additional staff to develop and implement a new state-of-the-art Managed Medicaid Information System (“MMIS”).
- Project Locations:** 11 Corporate Woods, Albany, Albany County;
 25 West 45th Street, New York, New York County
- Project Completion:** April 2011
- Grantee Contact:** Yulia Plekhanova, Executive Assistant
 25 West 45th Street, Suite #1203
 New York, New York 10036
 Phone: (212) 869-5455 Fax: (212)869-5432
- Project Team:**
- | | |
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| Project Management | Jill Wolfeld |
| Affirmative Action | Helen Daniels |
| Environmental | Soo Kang |

Project Description:

Background

Trivision Tek Group, established in 2009, is a New York State certified MBE, WBE and SBE, and a provider of innovative technology services and staffing solutions to businesses. The Group specifically performs the entire software development life cycle, from business and requirement analysis, through system design, programming, and testing, to post-implementation support and maintenance.

Trivision’s customer base includes the corporate sector and various industry sectors such as banking, brokerage, telecommunications, insurance, pharmaceutical, manufacturing, retail, and health care.

The Project

Trivision, in association with a consortium of companies including IBM, ORACLE, CMA, and Deloitte, has been awarded a contract and charged with creating a comprehensive and secure health care information system environment that will position the New York State Department of Health (“NYSDOH”) to meet the emerging needs of the next decade.

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Specifically, the project entails developing and implementing a replacement Medicaid Data Warehouse (“MDW”) solution and assuming responsibility for the operational support of the current Office of Health Insurance Programs (“OHIP”) Data Mart. It is expected that these improvements will become a valuable tool in improving clinical outcomes, assist with fraud detection and enhance the process of policy budget formulation.

The contract will span five years and is expected to produce gross revenue in excess of \$150 Million, with the Group sharing about 5% of the contract, valued at approximately \$7.5 Million. Total projects costs are expected to be approximately \$6 Million.

The project commenced in September with a search for computer engineers and programmers so that Trivision may begin to perform the professional services required within its contract with the NYSDOH. The Group expects to hire 8-10 contractors and 3 administrative employees for a period of five years. Funds for this project will be used to provide salaries for the aforementioned positions through April 2011. ESD funds will be used as short-term funding for personnel expenses until the Group is able to generate revenues from the project.

Upon completion of the project, the Grantee will furnish a final report describing the impact and effectiveness of the project.

Financing Uses	Amount	Financing Sources	Amount	Percent
Contractor Salaries	\$350,000	ESD Grant	\$350,000	100%
Total Project Costs	\$350,000	Total Project Financing	\$350,000	100%

Affirmative Action:

ESDs Non-Discrimination and Affirmative Action policy will apply. Trivision Tek Group agrees to use its best efforts to include minorities and women in any job opportunities created by the project and to solicit and utilize Minority and Women-owned Business Enterprises for any contractual opportunities generated in connection with the project.

Statutory Basis – Community Projects Fund:

The project was reappropriated in the 2010-2011 New York State budget. No residential relocation is required as there are no families or individuals residing on the site.

Disclosure and Accountability Certifications:

The Grantee has provided ESD with the required Disclosure and Accountability Certifications. Grantee’s certifications indicate that Grantee has no conflict of interest or good standing violations and, therefore, staff recommends that the Corporation authorize the grant to the Grantee as described in these materials.