

# Washington Overhauls Medicaid System

Washington state health officials signed a contract last week with a Rockville, Md.-based information technology company to modernize the state's 1970s era Medicaid system, which processes 24 million claims annually. The Centers for Medicare and Medicaid (CMS), which will pay up to 90 percent of the new system's costs, also approved the contract before it could be signed. Overhauling the MMIS is projected to cost about \$180 million, according to documents on the state Department of Social and Health Services' Web site.

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Officials from the state Information Services Board, which reviews and monitors statewide IT policies, plans, among other things, subsequently reviewed and denied the protest. ACS indicated it would not challenge the decision.

Under the contract, testing of the new system will begin in

mid 2006 and full deployment will be completed by June 2007. In the interim, ACS will continue to operate the existing system through a contract extension. The new system will not only handle up to \$70 million a week in Medicaid billings and payments, but also automatically identify fraudulent claims to save costs. It will allow greater access through a new Web-based system. Users outside the social and health services department will be able to electronically submit, update and view claims, review information about rates, policies, enrollment options and make address changes online.

The system will also provide better reporting capabilities, enhanced flexibility in data storage and mapping to quickly adapt to changing federal and state policies and procedures. B. Chatterjee, CNSI's president and chief technology officer, said CNSI is 'productizing common components' from state to state. He said his company was the prime contractor for Maine's Medicaid system, which will go into production this week. Some of those best practices and lessons learned will be used in developing Washington's system. Over the next nine months, company and state representatives will conduct a gap analysis, meaning what's there and what's needed, and review how the state does business, he said. The company is also using several subcontractors, including Siebel Systems, for its customer management relationship software, Sun Microsystems hardware, Avaya's interactive voice response mechanism, and GHS Data Management's pharmacy benefits management systems. CNSI is also using a company called Fox Systems, which provides subject matter expertise on Medicaid issues.

The new system's flexibility will allow health officials to implement new programs in a more timely manner. They can also demonstrate to federal officials that money is being spent efficiently. But the new technology could also help them leverage services, such as developing one eligibility determination program for six or seven additional programs, he

said as an example. Chatterjee said 95 percent of state governments have legacy Medicaid systems, but many are looking to modernize them in the next several years.

Adnan Ahmed, CNSI's chief development officer, said his company follows CMS' Medicaid Information Technology Architecture (MITA), which provides national policy and technical guidelines for improving Medicaid systems. He said they've been seeing several requests for proposals that place a significant emphasis on systems being MITA compliant.

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## **CNSI Ranked 484th Fastest Growing Technology Company in North America on the 2004 Deloitte Technology Fast 500**

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it ranked number 484 on the 2004 Deloitte Technology Fast 500, a ranking of the 500 fastest growing technology companies in North America. Rankings are based on percentage revenue growth over five years, from 1999–2003. CNSI grew 338 percent during this period. CNSI's President, Mr. B.

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it ranked number 484 on the 2004 Deloitte Technology Fast 500, a ranking of the 500 fastest growing technology companies in North America. Rankings are based on percentage revenue growth over five

years, from 1999–2003. CNSI grew 338 percent during this period. CNSI's President, Mr. B. Chatterjee, credits its strong management and technical teams and its relationship with its customers with the company's 338% revenue growth over the past five years. He said, ""Making the Deloitte Technology Fast 500 is a testament to our staff's commitment to our customers and our technology. We are very proud of this accomplishment.""Attracting enough customers to maintain triple digit growth over five years makes a strong statement about the quality of a company's product and its leadership, " said Mark Evans, national managing partner of Deloitte's Technology, Media & Telecommunications Group. "CNSI has shown the right stuff for growth."CNSI previously ranked 414 and 445 on the 2001 and 2003, respectively. In addition to ranking on the Deloitte Technology Fast 500, CNSI ranked 22nd on the Maryland Technology Fast 50, which is a ranking of the 50 fastest growing technology firms in the State of Maryland.

Overall, companies that ranked on the 2004 Technology Fast 500 had growth rates ranging from 329 to 437, 115 percent over five years, with an average growth rate of 4, 109 percent. Fast 500 Selection and Qualifications The Fast 500 list is compiled from Deloitte's 19 regional North American Fast 50 programs, nominations submitted directly to the Fast 500, and public company database research. To qualify for the Fast 500, entrants must have had 1999 operating revenues of at least \$50, 000 USD and \$75, 000 CD for the United States and Canada, respectively; and 2003 operating revenues must be at least \$1 million USD or CD. Entrants must also be public or private companies headquartered in North America and must be a "technology company, " defined as a company that owns proprietary technology that contributes to a significant portion of the company's operating revenues; or devotes a significant proportion of revenues to the research and development of technology. Using other companies' technology in a unique way does not qualify.

## **About CNSI**

Founded in April 1994, CNSI is an employee owned, 8(a) certified company that offers IT business solutions to meet customer requirements worldwide. CNSI is committed to excellence, with total customer satisfaction the primary motivator for its day-to-day operations. CNSI serves a diverse range of government and commercial clients, and offers the technology and resource expertise to reduce costs and improve the productivity of client IT systems. CNSI's corporate mission is to be a premier provider of the highest quality networking and system solutions, and to address and support the technological business concerns of its customers. For more information, visit <http://www.cns-inc.com>.

## **About Deloitte**

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# CNSI Wins Big with Federal Task Orders

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, announced today that it has recently won task orders for multiple federal agencies, including the Drug Enforcement Administration (DEA) and US Marine Corps (USMC). For the DEA, CNSI was awarded a task order valued at \$800, 000 to provide software engineering services to support the operation and maintenance of DEA's Concorde system applications based on any mandated tracking and/or reporting requirements.

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CNSI was awarded a \$500, 000 task by the USMC to perform research and analysis services for determining required actions to integrate the Force Structure Construct concepts in support of the Global Force Management Data Initiatives. This initiative allows all DoD services to share information to enable DoD officers to coordinate and deploy joint forces and

materials around the world. CNSI efforts will assist the USMC in developing the framework that integrates into the DoD shared services initiative. "We are extremely pleased with these recent wins, " said B. Chatterjee, President of CNSI. "Our federal practice is growing on a consistent basis, and we look forward to helping these agencies upgrade their services." In addition to the DEA and USMC, CNSI recently won other task order awards of 6-month durations with the Department of Homeland Security (DHS) and the Air Force Materiel Systems Group.

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## **CNSI Selected as the Technology Operations Contractor for Amtrak**

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial

enterprises, today announced that it has been awarded a three-year Technology Operations Enterprise Support contract, a nation-wide service support vehicle for Amtrak. This contract is a vehicle for supporting and maintaining corporate enterprise systems, providing systems engineering, project management, and for performing tasks that help to plan, implement, manage, and monitor the day-to-day operations of Amtrak's corporate systems.

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it has been awarded a three-year Technology Operations Enterprise Support contract, a nation-wide service support vehicle for Amtrak. This contract is a vehicle for supporting and maintaining corporate enterprise systems, providing systems engineering, project management, and for performing tasks that help to plan, implement, manage, and monitor the day-to-day operations of Amtrak's corporate systems. CNSI will be responsible for the management of all provided personnel and task activities associated with each Statement of Work required at any of the Amtrak designated locations.

CNSI will provide support resources for meeting all requirements and augmenting Amtrak staff; managing resources to assure completion of all tasks; validating all tasks to ensure quality and performance criteria compliance; interfacing with Amtrak management to assure seamless integration with ongoing initiatives and direction; adhering with existing Amtrak policies and procedures; and ensuring that our activities integrate with activities performed by existing Amtrak personnel (employees and contractors).

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## **5 Small Businesses that Integrators Know and Love**

Good help is hard to find. So when integrators find capable – even impressive – small businesses to partner with on government projects, they hang on to them tightly. An informal survey about the small firms that the top 10 integrators on this year's Federal List regard as promising turned up a wide range of companies.

Good help is hard to find. So when integrators find capable – even impressive – small businesses to partner with on government projects, they hang on to them tightly.

An informal survey about the small firms that the top 10 integrators on this year's Federal List regard as promising turned up a wide range of companies. The list includes American Indian-owned firms, woman-owned companies, shoestring operations and larger small businesses with several hundred employees.

Most of them have similar offerings – information technology consulting, services and support – but they've caught the

attention of officials at these large integrators.

The companies profiled here are all profitable, according to officials at each. Privately held companies are not required to disclose financial details. Most of the firms achieved their success without the help of venture capital, and they expect to continue to grow, officials said.

Small companies thrive when they can establish themselves as leaders in a niche. For example, executives at Optimal Solutions Integration Inc., based in Irving, Texas, tout their expertise in enterprise resource planning. Meanwhile, Client Network Services Inc. officials are trying to earn the company a reputation as a builder of health care claims databases.

But integrators tend to turn to small businesses that have common attributes. Aside from filling a particular need, a small firm should be able to participate in the bidding process, bring their own government contacts and have an impressive track record, according to integrator officials.

Here are profiles of a few, in alphabetical order. Others are included in the list below.

### **1. Cairo Corp.: It starts with the huddle**

### **2. Client Network Services Inc.: Always in the hunt**

Ask officials at large integrators what they want out of a small-business partner, and most will say that the firm must always be on the prowl for government customers.

That's the characteristic that led officials at EDS to identify Client Network Services Inc. (CNSI) as a notable partner. Officials at the firm, based in Rockville, Md., are constantly trying to improve their qualifications, according to EDS officials.

"They find out what the industry standards are for company certifications and what the government trends are for company

certifications, ” said Alicia Dudley, program manager for EDS’ mentor/prot ?g ? program. “That’s an indicator that this is a company that believes in quality and process.

“CNSI, a 10-year-old IT and engineering services firm, has been in the 8(a) program since 1998 and is slated to graduate in 2007. It provides IT support and services to federal agencies, including the Energy, Commerce, Agriculture and Homeland Security departments.

But at least 20 percent of CNSI’s work is on the state and local levels. For example, the company is developing a Medicaid claims processing system for Maine. Officials said they hope to pursue more state and local government work.

“Even to get a small percentage of that market will be a big shot in the arm, ” said B. Chatterjee, president of CNSI. The firm was launched a decade ago by Chatterjee and three colleagues who wanted to run an IT business that gave employees control of the company’s growth. Each of CNSI’s 470 workers owns a share of the firm.

The company has been profitable since its inception, hitting \$63 million in revenue last year, and officials expect to reach \$80 million this year.

### **3. Global Analytic Information Technology Services Inc.: Sizing up for big jobs**

Read the full article [here](#)

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## **CNSI Selected by the U.S.**

# Department of Commerce as a COMMITTS NexGen Business Partner

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it has been awarded the Commerce Information Technology Services Next Generation (COMMITTS NexGen) small business vehicle, a Government-wide Agency Contract (GWAC), by the U.S. Department of Commerce (DOC). NexGen is a broad “solutions” based vehicle designed to foster partnerships, with industry and the Federal Government.

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one-year options for completing task order performance.

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# **CNSI Honored by TSA/Unisys with the Partnership for Agility Award**

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it is the proud recipient of the “Partnership for Agility” award from the Transportation Security Administration (TSA) and Unisys Corporation for supporting the Information Technology Management Services (ITMS) contract. Serving 81 TSA designated airport locations as a subcontractor to Unisys, CNSI provides support services to TSA's Federal Security Directors (FSDs) and provides 39 IT Coordinators for the program.

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it is the proud recipient of the “Partnership for Agility” award from the Transportation Security Administration (TSA) and Unisys Corporation for supporting the Information Technology Management Services (ITMS) contract. Serving 81 TSA designated airport locations as a subcontractor to Unisys, CNSI provides support services to TSA’s Federal Security Directors (FSDs) and provides 39 IT Coordinators for the program. CNSI also provides staff to support the TSA Project Management Office (PMO), including approximately half of the airport IT specialists, SMC staff, deployment team, and systems engineers. CNSI has provided highly capable and experienced staff, as well as senior technical expertise, to TSA management. This award recognizes CNSI’s responsiveness to Team Unisys and TSA by providing high-caliber staff quickly for meeting the needs of the FSDs and their staff.

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About Unisys Unisys is a worldwide information technology services and solutions company. Its people combine expertise in consulting, systems integration,

outsourcing, infrastructure and server technology with precision thinking and relentless execution to help clients, in more than 100 countries, quickly and efficiently achieve competitive advantage. For more information, visit <http://www.unisys.com>.

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## **CNSI Selected to Support the Department of Veterans Affairs**

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it is one of several companies awarded subcontracts with Computer Sciences Corporation (NYSE:CSC) to compete for task orders under the Global Information Technology Support Services (GITSS) contract.

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it is one of several companies awarded subcontracts with Computer Sciences Corporation (NYSE:CSC) to compete for task orders under the Global Information Technology Support Services (GITSS) contract. The eight-year, \$3 billion indefinite-delivery/indefinite-quantity contract supports BuyIT.gov, the Department of Veterans Affairs' Federal acquisition center in Austin, Texas. The GITSS contract enables government contracting officers with BuyIT.gov, and contracting officers whose agencies have franchise agreements with BuyIT.gov, to procure information technology (IT) and telecommunications

support services. Under the contract, CNSI can provide IT and telecommunications solutions covering a broad range of products, services and solutions, including design and implementation for wide and local area networks; analysis, design, implementation and maintenance of application systems; systems operations and disaster recovery; IT change management; and strategic planning and training to the Department of Veterans Affairs and other federal government agencies.

**About the Department of Veterans Affairs** The Department of Veterans Affairs (VA) was established on March 15, 1989, succeeding the Veterans Administration. It is responsible for providing federal benefits to veterans and their dependents. Headed by the Secretary of Veterans Affairs, VA is the largest non-DOD Government agency and operates nationwide programs for health care, financial assistance and burial benefits.

### **About CNSI**

Incorporated in April 1994, CNSI is an employee-owned, 8(a) SDB that provides innovative engineering and IT support to government agencies for enabling them to meet their mission goals. CNSI's expertise is based on in-depth knowledge of Enterprise integration, systems engineering, change management, infrastructure and information security, network and telecommunications, and O&M support. The company develops customized solutions for industries including Aviation/Aerospace, Homeland Security, Healthcare, and Transportation.

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# **CNSI Acquires As-One, Inc. to Deliver Project Management and Collaboration Solutions to its Clients"**

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it acquired As-One, Inc., a privately held company based in Sterling, Virginia, on December 31, 2003. As-One, Inc. is the creator of As-One?, a Web-based project management and collaboration solution, designed to support knowledge management, project management, team collaboration, and process improvement.

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it acquired As-One, Inc., a privately held company based in Sterling, Virginia, on December 31, 2003. As-One, Inc. is the creator of As-One?, a Web-based project management and collaboration solution, designed to support knowledge management, project management, team collaboration, and process improvement. "We are pleased to be joining the CNSI team, which shares our vision of providing better project management services and support to government and commercial clients, " said Shailesh Patel, co-founder of As-One, Inc., and Vice President, Project Management Office Operations at CNSI. "As the experts in project management technologies, we bring the ability to automate project management functions and allow project teams to manage and collaborate on everyday project events in real-time from anywhere in the world, with only the need for a web-browser."

Unique to the As-One product is the ability to integrate with

process improvement and knowledge management functions, allowing organizations to provide process standards and templates on-line for project tailoring. Best practices, lessons learned, and project documentation can be easily circulated to the right people at the right time. The merger of CNSI mature IT processes with the As-One product line creates a formidable foundation for providing Enterprise PMO, Enterprise Architecture, and project portfolio services.

CNSI will retain the former As-One, Inc. staff at their headquarters location in Rockville, MD.

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## **CNSI Soars with New BPA through AFMC**

ROCKVILLE, MD – CNSI, a fast growing, innovative provider of IT business solutions for government and commercial enterprises, today announced that it has been awarded a Blanket Purchase Agreement (BPA) with the Air Force Materiel Command (AFMC) Materiel Services Group (MSG) at Wright-

Patterson Air Force Base. This agreement will facilitate the acquisition of Information Technology services from CNSI's GSA Federal Supply Schedule contract, GS-35F-4770G. CNSI has teamed with Perot Systems, Peerless Technologies Corp.

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diverse range of Federal and State government agencies, and commercial clients, and offers the technology and resource expertise to reduce costs and improve the productivity of client IT systems. CNSI's corporate mission is to be a premier provider of the highest quality networking and system solutions, and to address and support the technological business concerns of its customers.