

From: [Martha Salazar](#)
To: "[Tanya Delira](#)"; "[Darlene Betancourt](#)"
Subject: FW: PDSA Productivity Framework Quote and Sole Source letter
Date: Thursday, June 03, 2010 3:22:55 PM
Attachments: [FWProposal-2010-04-21.pdf](#)
[PDSAFramework500Preview.pdf](#)
[Haystack-Preview.pdf](#)
[Flyer-Product-05-FrameworkCompetitionGrid.pdf](#)
[PDSAFrameworkFeatureList.pdf](#)
[PDSAFrameworkPaper.pdf](#)
[JustifyingAFramework.pdf](#)

From: James R. Wade [mailto:dick.wade@da.co.hidalgo.tx.us]
Sent: Thursday, June 03, 2010 12:45 PM
To: 'Martha Salazar'
Subject: FW: PDSA Productivity Framework Quote and Sole Source letter

Martha,

Here is what I submitted to Roxana and she sent to your folks. I send directly to you and ask that you note that the FWProposal document includes a quote that expired. It is the sole source declaration by PDSA, Inc. and we did obtain a fresh quote at the request of Tanya.



CompTIA Security+ Certified

100 N. Closner, Rm 303 | Edinburg, Texas 78539
(working out of Fort Worth, Texas)
4315 Balboa Drive | Fort Worth, Texas 76133
☎ Skype: james.r.wade

From: James R. Wade [mailto:dick.wade@da.co.hidalgo.tx.us]
Sent: Wednesday, April 21, 2010 6:00 PM
To: 'roy.cazares@da.co.hidalgo.tx.us'; 'roxana.segovia@da.co.hidalgo.tx.us'
Cc: 'rene.guerra@da.co.hidalgo.tx.us'; 'Rene Guerra'
Subject: PDSA Productivity Framework Quote and Sole Source letter

Roy and Roxana,

Attached is a proposal for a development framework, training and mentoring

and support. One day of the training will be on a Saturday in my office (no charge for travel since Paul Sheriff's father lives in Gradbury close by). The other two will be via WebEx session remotely. All software is delivered via web download, but the applications will be installed and will run on my computer and will interface with Microsoft Visual Studio which I use for development. I have also attached other supporting documents about the framework and its use for your reference. I have researched the options for a development framework and found this to be not only the best but the only one with the features it has which are substantial for rapid application development and testing.

Mr. Guerra has approved this purchase at this amount after my having described the nature and purpose and benefit of the application framework and training in it to get the jobs produced faster with less errors. I have sent and requested that the Vendor Application Form and W-9 be filled out and returned. I will forward the completed forms to you upon receipt. His firm does take purchase orders from government agencies. Please take whatever steps are required to purchase the items listed in the attached quotation as soon as possible.

This, like the Visual MaxFrame Professional framework that we purchased from VisionPace in past years for Visual FoxPro development, is an application framework and code generator developed by Paul Sheriff and sold only by his company, PDSA, Inc. They are sole source and no other framework is available for development in Windows Presentation Foundation that has the robust features for rapid development in C# or Visual Basic using Microsoft SQL Server backend database. His firm is also a Microsoft Partner and has been doing development in the latest technologies for over 15 years.

The following District Attorney's Office internal applications will be redesigned and rebuilt and tested using the latest Microsoft Windows Presentation Foundation and Microsoft SQL Server technologies for greater scalability and maintainability than we now have with Visual Fox Pro: Asset Forfeitures, CD Tracker, Child Welfare Removals, Employees, Juvenile Cases, Mental Commitments, Old Criminal Records, Protective Orders. Improvements in application design and features will be enabled and maintenance will be much easier than our old applications with this framework and development platform. If any one of these applications were developed by an outside firm, teams would do the development and the costs for each would range between \$50,000 and \$150,000 with delivery taking over a year. I believe that using this framework by PDSA, Inc. I can increase my development time and productivity by such a degree that I can begin delivery for testing of the first version of the first application within three to four months considering my many other responsibilities. Otherwise, it could take me several more years.

I also have issues with Visual FoxPro (which is no longer supported by Microsoft) that have caused some compatibility problems with Vista (I worked around them) and Windows 7 (I have worked around these as well but the "writing is on the wall" as they say for the near future).

Paul D. Sheriff was one of the presenters I sat under at the last VS Live event that I attended in Dallas year before last. He has been in the business since the days of Clipper and was one of the most reliable sources of good

information in the technical publications on development with Clipper when I was using that platform for database development.

Paul is also a Microsoft Regional Director for Southern California. The **Microsoft Regional Director** (RD) program is a community of independent developers, architects, trainers, and other professionals who form a vital link between Microsoft and the developer community. These technical experts provide insight and informed perspectives about Microsoft software development tools and technologies. Regional Directors are not Microsoft employees, nor are they monetarily-compensated by Microsoft.^[1] They are recognized by Microsoft for their technical expertise^[2]. Many Regional Directors are also Microsoft MVPs.

As of Spring 2008, there were approximately 50 Regional Directors in the United States and 120 Regional Directors worldwide. Microsoft selects Regional Directors in geographic areas based on customer and developer density. Although "regional" appears in their title, Regional Directors are not bound by any set geographic boundaries.^[3] In fact, most travel to evangelize their technologies. You will find Regional Directors speaking at conferences such as Tech Ed, PDC, VSLive!, Dev Connections, Mix, PASS, and various user groups and Code Camps throughout the world.

By the way, here is a partial list of the North America Regional Directors. The ones who I've indicated by the red arrow are ones who I have email communication with and have sat under the instruction of at conferences I've attended in the past.



Below is a list of the industries, types of projects, and partial list of customers served by PDSA, Inc.

Industries

PDSA, Inc. has consulted in a wide variety of industries since 1991.

- Advertising
- Aerospace
- Apparel
- Automotive
- Banking
- Collectibles
- Education
- Civil Engineering
- Entertainment
- Finance and Business

- Food and Agriculture
- Government
- Health Care
- Hotel
- Industry Trade Organizations
- Insurance
- Legal
- Manufacturing
- Marketing
- Medical
- Natural Resources/Mining
- Pharmaceutical
- Public Sector
- Publishing
- Real Estate
- Retail
- Transportation
- ...and many more!

Solutions

We have created a wide variety of business solutions for our clients.

- Labor Accounting
- Inventory Control
- Workflow Management
- Business Management
- Help Center Tracking
- Student Enrollment
- Distributor / Supply Chain
- Web Content Management
- Financial Reporting
- Sales Management
- ...and many more!

[Click here to see what our customers had to say about the work we did for them!](#)

Case Studies



PDSA has developed many applications over the years. Check out our [case studies](#) to read about some of our success stories.

Customers

We are proud to have engaged with some of the finest companies in the United States.

- Allergan
- UCLA Extension
- Bourns, Inc.

- CAMECO
- Kaiser Permanente
- Russ Reid Company
- Microsoft
- WonderWare
- Major Motion Picture Studios
- Boeing
- PCV / Murcor
- Kawasaki Motors
- McCann Erickson
- Molina HealthCare
- Collectors Universe
- 20th Century Fox
- Transamerica
- City of Hope
- Sir Speedy / PIP Printing
- SEMA
- Quick Test/Heakin Research, Inc.
- Access Services, Inc.
- CalOptima
- Pool Engineering
- PetCo
- Collectors Universe
- Zynx Health
- City of Menlo Park
- ...and many more!

Below is Paul Sheriff's email signature for reference:

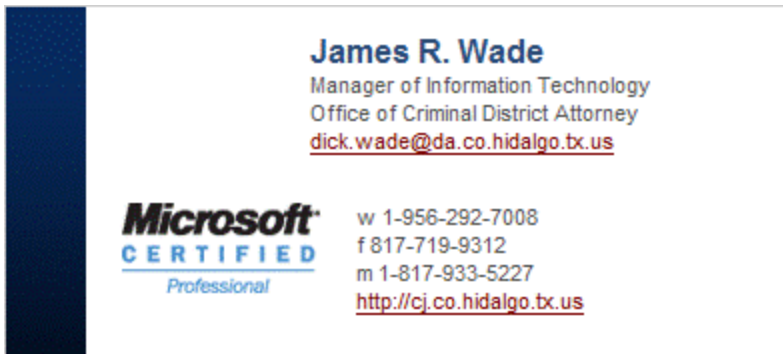
Paul D. Sheriff
 President
 PDSA, Inc.
 Microsoft Regional Director, Southern California
www.pdsa.com | (714) 734-9792, ext. 224

 PDSA, Inc. is a Microsoft Partner in Southern California.
 We specialize in Architecture Planning & Assessment, Custom Software
 Development, .NET and SQL Server.

- » Check out Paul Sheriff's Inner Circle: www.PaulSheriffInnerCircle.com
- » Need Consulting? Call us at : (714) 734-9792.
- » Sign up for .NET tips and Tricks: <http://www.pdsa.com/Signup>
- » Blog: <http://weblogs.asp.net/psheriff>
- » Books : www.pdsa.com/ebooks
- » Check out Paul's music: www.MusicEvolve.com
- » Looking for a Download? www.pdsa.com/downloads

Let me know if you need anything else.

Thanks,



James R. Wade
Manager of Information Technology
Office of Criminal District Attorney
dick.wade@da.co.hidalgo.tx.us

Microsoft
CERTIFIED
Professional

w 1-956-292-7008
f 817-719-9312
m 1-817-933-5227
<http://cj.co.hidalgo.tx.us>

CompTIA Security+ Certified

100 N. Closner, Rm 303 | Edinburg, Texas 78539

(working out of Fort Worth, Texas)

4315 Balboa Drive | Fort Worth, Texas 76133

☎ Skype: james.r.wade