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**eStrategy Solutions, Inc.**  
6601 Vaught Rd, Suite 100, Austin, TX 78730  
Phone: 512-451-0100 | Fax: 512-6371143

**VENDOR RESPONSE COVER PAGE**

Submitted to  
The Texas Board of Nursing

**Nursing Jurisprudence Examination and Continuing Competency Offerings**

**RESPONDENT ORGANIZATION:**

**eStrategy Solutions, Inc.**  
6601 Vaught Rd, Suite 100  
Austin, TX 78730

**CONTACT:**

Stephen Matt  
eStrategy Solutions, Inc.  
Chief Operating Officer  
o: 512-451-0100 ext 304  
f: 512-637-1473  
[smatt@estrategysolutions.com](mailto:smatt@estrategysolutions.com)



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**eStrategy Solutions, Inc.**  
6601 Vaught Rd, Suite 100, Austin, TX 78730  
Phone: 512-451-0100 | Fax: 512-637-1143  
smatt@estrategysolutions.com

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***eStrategy Solutions, Inc.***

6601 Vaught Rd, Suite 100, Austin, TX 78730

Phone: 512-451-0100 | Fax: 512-637-1143

smatt@estrategysolutions.com

## **I. Company Profile**

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**eStrategy Solutions, Inc. (eSS) is a complete outsource custom e-learning services provider, with extensive experience leading and implementing online training and testing solutions for government agencies.**

***eStrategy Solutions* develops and delivers "pain-free" solutions for online training, testing, events, webinars, regulatory, and compliance support for state licensing agencies, boards and affiliates.**

**Our goal is to help our clients get compliance-based and elective activities, courses, etc. online and delivered to their users fast and cost effectively. Since, in most cases, there is no development cost to the client, the budget impact is a ZERO fiscal note. *eStrategy* also provides cost recovery alternatives which allow external users to procure training and testing services through your agency.**

**We will transition your custom content and testing for complete online access. *eStrategy Solutions* delivers what is needed to meet your online course, assessment, or compliance demands:**

- Custom Content and Service Delivery
- Testing, assessments, and examinations
- Webinar and event registration
- Product catalog (physical products)
- Real-time user activity/status reporting
- Certificates of completion
- Texas.gov/TPE secure payment available
- User support/help desk
- Fully outsourced solution
- 24/7 availability, access from anywhere
- Texas-wide and nation-wide proctoring available



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## **Public Sector Services**

Our 16+ years of public sector experience gives *eStrategy Solutions* a deep understanding of how to best meet the unique requirements found in governmental organizations.

We provide an end-to-end, best-of-class, learning management system / learning content management system (LMS / LCMS) to best suit your needs, while leveraging your existing resources.

eStrategy Solutions has proudly served a Texas Department of Information Resources direct service provider contract for over fifteen years. Over the life of our State of Texas contract relationship, our State clients have consistently rated us number one in both pricing and customer service. eStrategy Solutions was awarded ITQ contract status by the Commonwealth of Pennsylvania in 2011. We are also a Pennsylvania Liquor Control Board approved service provider for the Bureau of Education's Responsible Alcohol Management Program online Server/Seller certification course. eStrategy Solutions offers your licensees/members or users the safe and fast payment services of Texas Online, as well as the nicUSA/TPE (non-state) payment gateway.

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## **Company Background**

*eStrategy Solutions, Inc.*, a Texas-based e-learning, regulatory support and cost recovery solution provider, was founded in 2000 to provide online training solutions for government entities and other professional organizations.

Since then, *eStrategy Solutions* had been engaged by dozens of public and private sector agencies, organizations, and universities to train, support and audit licensee and user populations numbering over three quarters of a million.

Our state-enterprise contract base includes Texas, Arizona, Kentucky, as well as



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Pennsylvania, and our e-learning system platform has the capacity to serve millions of users around the world.

All *eStrategy Solutions* services are customized to meet individual client needs and objectives, primarily for online course content and/or testing delivery to their user or membership base. Where completed instructional content is furnished, all costs for these essential services are included in the per-user/per-course fee, there is no additional cost to the client for the above services. Per course fees are collected from end users and are determined with each client by competitive market analysis and volume. The client is then free to determine their revenue share per course, per person.

Each client's custom needs and requirements are outlined in a "Scope of Work" that defines the services, delivery, reporting, and support for the client and is the road map for the project. The client has final approval prior to live production of all course content.

### **e-Learning Services**

Our firm has a structured approach in determining business requirements, evaluating technology alternatives, and planning and implementing cost effective solutions. *eStrategy Solutions* takes your existing custom content, and transitions it for secure online use -- reducing implementation time, obstacles, and cost. Your online course or assessment is easy for your member-clients to use, requires no testing centers and provides 24/7 convenience. We give your agency a reliable way to reach as many of your member-clients as possible.

Your members/clients/users no longer have to wait to complete their testing and certification needs. *eStrategy Solutions* get your course where it needs to be for maximum impact -- online via the Internet. Our cloud-based resources and Internet connectivity are fully redundant, which enables us to provide 100% Internet connectivity uptime. Where applicable to the service deliver, our datacenter service availability is designed for 99.9% availability. Historically, our unscheduled downtime has totaled less than 2 hours over the last 6 years.



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Our strategic approach builds an effective and long term partner relationship with each of our clients. Our custom service development and delivery relieves the budget burden and dramatically collapses the time frame for getting your courses on line. Together we are able to extend existing training/compliance resources, allowing us to do more to exceed the needs and expectations of our clients than any other eLearning option.

While our service costs are already considerably discounted, in programs for end user/third-party purchase, our services can be tailored so that there is NO COST.

Given this strategic partner relationship, we differ from other typical "time and materials" vendors who charge hourly for development, reporting, content changes/updates, hosting, etc. *eStrategy Solutions* includes each of these essential services PLUS toll-free and email Help Desk support at no additional cost. This approach has worked exceptionally well for all of our clients over the last ten years, and we look forward to putting it to work for you.

Our services include, but are not limited to:

1. Re-purpose your existing content, including courses, tests and/or compliance activities for online, web-based delivery - at NO COST to the client.
2. Deliver/host custom online course content and related activities on the eStrategy Solutions Learning Management System, (eSS LMS), for user access at any time, 24/7.
3. Real-time user/course status and scoring, and issuance of certificates of passing and/or completions.
4. Edit/update/maintain all online content and tests. Client changes, for any reason, are completed at no additional charge.
5. Maintain repository of FAQ's (frequently asked questions).
6. Provide complete reporting services including: tracking and auditing for all user activity, payments, usage and completion of course and/or testing content. Provide secure, real-time interface for client access to reports. Reports can be customized to meet client requirements, at no additional charge.
7. Provide complete Help Desk services, toll-free phone and email, for end users and clients.
8. Complete online secure payment options for end users.
9. World class custom application and component development in the support of the rapidly evolving elearning and regulatory support needs of our client



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agencies.

## The Process

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After the scope of work is finalized, the *eStrategy Solutions* design and implementation team meets with the client contacts to translate the client content and preferences to the appropriate online expression.

Our developers will customize the client portal, catalog, account pages and reports to meet the client style, content specifications and data capture needs. Client course content is evaluated and “re-purposed” or re-designed for online delivery formatting.

Client preview/testing for each e-learning component is an important requirement, assuring smooth progress toward course content “go live” success. Modifications and adjustments are completed to meet client expectations and preferences at NO CHARGE.

We welcome the opportunity to meet and discuss your specific needs and to demonstrate our service provider delivery, options, and features of our Online Learning Management System.

## Course Changes and Updates Policy

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Modifications to course offerings can be requested at any time. There is NO CHARGE to the client for changes. The change request process is adapted to meet client staff preferences, and needs. *eStrategy Solutions* provides a review version of each course or learning activity to assist in the editing and update process. An *eStrategy Solutions* representative will work with the client when the needs for content changes arise.

Minor changes are handled on a relatively informal basis and are usually completed within a business day. These changes might include quiz question/answer changes or additions, wording changes, graphic substitutions, etc., on a page by page basis. Larger scale content changes may require re-development of an entire course. These needs will be discussed and a reasonable completion time frame will be developed to meet the



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client needs, again at NO COST.

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## **Executive Management**

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### **John Matthews, CEO**

John Matthews founded *eStrategy Solutions, Inc.* in 2000, and continues to serve as its CEO. Mr. Matthews is responsible for corporate and operational oversight, as well as business development in state government and private sector markets. Additionally, he drives *eStrategy's* expansion, growth, and provides P&L management for the company.

From 1998 to 2000, Mr. Matthews served as a consultant for small to medium companies in the private sector regarding all aspects of Human Resource function including payroll, benefits, workers compensation, training and recruiting. Prior to his consulting practice, Mr. Matthews initiated Austin & San Antonio franchise offices for Adminstaff, a national HR outsourcing company. His primary responsibilities were for business development, sales & marketing management, and sales staff training and development.

Mr. Matthews also has extensive experience in the investment and financial services industry, primarily in developing new markets, clients, strategic relationships and alliances.

Mr. Matthews holds a Bachelor of Arts degree from Texas Lutheran University.

### **Steve Matt, CIO**

Steve Matt has been VP/Chief Information Officer of *eStrategy Solutions, Inc.* since 2005.

Steve has over 30 years of experience with information technologies. Over his career, his success as a leading edge solutions provider has spanned the broadcasting, financial services and pharmaceutical industries.





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Early achievements with CBS, Inc. and Susquehanna Broadcasting included leading roles in the development of industry tools for audience preference measurement, listener participation tracking and large scale direct and database marketing tools.

Steve was instrumental in the development and integration of leading edge electronic trading systems for the on-line trading industry. His experience and strong customer focus led to founding his own international consulting group. That consulting group supported securities firm clients from Wall Street, Europe, Canada, the Americas and the Pacific Rim in technology strategic planning, systems integration, network engineering, project management and customer support.

Steve's tenure in service delivery leadership with Austin, Texas based NetSolve, Inc. included network management on a global scale with clients including AT&T, The Home Depot, Honda of America, Sungard, Ford Motor, and more. After a brief technology partnership in the mortgage industry, Steve was recruited to apply his broad skills in the quest for technology excellence at pharma research start-up Prececher, Inc.

Steve received a Bachelor of Science degree in Business Administration/Finance from Penn State University.

## Example Projects

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- **Texas Alcoholic Beverage Commission** – The TABC has engaged *eStrategy Solutions* to provide the necessary components and services required for the Commission's Train-the-Trainers Certificate Program (standard trainer training) required pursuant to 16 Texas Administrative Code, Chapter 50.

### Services Provided to TABC

1. *eSS*, at no charge to the Commission, provides all web development services necessary and/or possible to publish the completed course on its online learning content management system to meet the expectations of the Commission.
2. *eSS* has transitioned the Commission's "Train-the-Trainers" course for online web-based access *via* the *eSS* learning content management



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system which includes, but is not limited to the following:

- i. Online course user registration
  - ii. Implementing the Commission's subject matter curriculum
  - iii. Subject matter testing
  - iv. Course completion surveys
  - v. Email reminders and notification of completion
  - vi. User capability to stop and restart a previously purchased online course
  - vii. Return to previously bookmarked content locations
  - viii. Ability of each user to print a unique and personalized certificate of successful completion
  - ix. Online reporting to the Commission for user certification and performance tracking
  - x. Customized and "real-time" online reports regarding user/registrant course performance will be accessible to Commission staff as required by the Commission
3. eSS updates and customizes the "Train-the-Trainers" on-line course when requested by the Commission based upon materials provided by the Commission, at no charge
  4. eSS provides user support services, referred to as the Help Desk, which allows help requests to be submitted via email. The Help Desk shall include:
    - i. Email Help requests monitored Monday through Friday, 9 AM to 5 PM, central time, excluding holidays; and
    - ii. A toll-free telephone support available from 8 AM through 4 PM, Monday through Friday, central time, excluding holidays
- **MyStateTraining.com** - As a logical extension of our work with the TABC, eStrategy Solutions is also a TABC Approved online vendor for the interactive Server Seller Training course on responsible service of alcohol, providing critical information to sellers and servers of alcoholic beverages in Texas. This course is delivered and supported in a fashion nearly identical to the requirements of this RFP. Demo course logins will be provided upon request.
  - **Pennsylvania Licensed Beverage and Tavern Association** - eStrategy Solutions is the hosted service provider to the Association for the PLCB Approved Online Responsible Alcohol Management Program, (RAMP), Seller/Server Course.



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eStrategy Solutions developed the course from the PLCB curriculum guidelines to educate Pennsylvania licensees and their employees on the policies and regulations of the Pennsylvania Liquor Control Board. The training covers the laws that must be followed by seller/servers in Pennsylvania. The training curriculum was designed by the PLCB Bureau of Alcohol Education and is intended to train servers to be responsible even when their clientele is not.

Our services to the PLBTA and PLCB are nearly identical in form and function to the requirements spelled out in this RFP. User course/test results are reported in real-time to the PLCB via secure API from eStrategy Solutions to the Commonwealth of Pennsylvania.

As the service provider to the Association, eStrategy Solutions is the premier online course provider in Pennsylvania for seller/server training, accounting for the majority of online course completions since the program's inception in 2011.

- **Texas Board of Nursing** – *eStrategy Solutions* is the online solution provider to the Texas Board of Nursing for all online continuing education courses, jurisprudence testing, webinars, and live BON workshops, supporting a total licensing population of almost 400,000 licensees.

In addition, eStrategy Solutions provides regulatory compliance support to the BON with our CE Audit application, customized for the BON. The eSS CE Audit application links directly to the BON allowing them to automatically initiate individual licensee online continuing education audits. The eSS CE Audit application licensee interface allows each licensee to complete the entire CE audit process online, including the uploading of CE supporting documentation. The eSS CE Audit auditor application provides a simplified, streamlined online process for the auditor to complete each licensee audit.

The result is an efficient, user-friendly and paper-less audit process.



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All end-user payments for applicable products and services are processed through the Texas.gov payment gateway.

- **Texas Department of State Health Services – *eStrategy Solutions* is the online testing solutions provider for the Texas Department of State Health Services Professional Licensing and Certification Unit Online Jurisprudence Exams for the following licensing boards:**
  - Texas State Board of Examiners of Professional Counselors
  - Texas State Board of Social Worker Examiners
  - Advisory Board of Athletic Trainers
  - Texas State Board of Examiners of Dietitians
  - Texas State Board of Examiners of Marriage and Family Therapists
  - Texas Midwifery Board
  - Massage Therapy Licensing Program
  - Perfusionist Licensing Program
  - Texas State Board of Examiners for Speech-Language Pathology and Audiology
  - Texas Council on Sex Offender Treatment
  - State Committee of Examiners in the Fitting and Dispensing of Hearing Instruments
  - Texas Board of Licensure for Professional Medical Physicists
  - Texas State Board of Orthotics and Prosthetics

Each exam, available online 24x7x365, is individually generated for each user at the exam start, randomly drawing from each Board's provided question set(s), based on specific content weighting needs.

*eStrategy* collects a per user/per examination fee, accepting credit card, bank card, and electronic check, via customized transaction gateway to the Texas.gov payment processing system.

Within the parameters of the content provided by DSHS, exam format and implementation are consistent so that dual license holders have a similar exam experience for all license examination.



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Candidates are able to print their own certificate of completion upon successful exam completion.

Exams are A.D.A section 508 compliant to accommodate candidates with visual disabilities.

*eStrategy* provides help desk support Monday through Friday, 9AM until 4PM, excluding holidays.

Custom reporting, regarding exam items and candidate performance, is accessible to DSHS staff via the web.

Changes specified by DSHS are completed by *eSS* at no additional charge.

*eStrategy* collects and maintains candidate contact and demographic information.

- **Additional Project Examples** – *eStrategy Solutions* provides services in similar fashion to those specified in the Statement of Work, including:
  - Kentucky Department of Alcoholic Beverage Control
  - Arizona State Board of Dental Examiners
  - Texas Department of State Health Services
  - Texas Alcoholic Beverage Commission
  - Texas State Board of Dental Examiners
  - Texas Board of Veterinary Medical Examiners
  - Pennsylvania Tavern Association
  - Texas A&M University AgriLife Extension
  - Texas State Board of Pharmacy
  - Texas Board of Examiners of Social Workers
  - Texas State Board of Examiners of Professional Counselors
  - Texas State Board of Examiners of Dietitians
  - Texas State Board of Examiners for Speech-Language Pathology and



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**Audiology**

- Texas Council on Sex Offender Treatment
- Massage Therapy Licensing Program
- Advisory Board of Athletic Trainers
- Fitters and Dispensers of Hearing Instruments
- Texas Board of Licensure for Professional Medical Physicists
- Texas Midwifery Board
- Perfusionist Licensing Program
- Texas Board of Orthotics and Prosthetics
- MyStateTraining.com
- Texas Board of Architectural Examiners
- V.G. Young Institute for County Government
- Texas City Management Association
- Texas Podiatric Medical Association
- Texas Association of Appraisal Districts
- Texas Department of Criminal Justice / TDCJ
- Texas State Board of Examiners of Psychologists
- Texas Funeral Service Commission

**Services Offered**

Services are to be delivered to Customers and their End Users through *eStrategy's* Internet website and/or learning management system / learning content management system, (LMS / LCMS). In addition to Internet delivery, various other computer platforms and media may also be offered. *eStrategy* may provide tailored solutions as related to the customization and Internet delivery of online testing and training resources to meet Customer defined data, training, and testing needs. However, any changes must be within the scope of services awarded.

- a. eStrategy Solutions provides agency-specific training via the Web to Texas public entities at discounted rates through DIR's Go DIRect contract (DIR-SDD-1937).



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- b. ***eStrategy Solutions*** may convert an agency's own training materials to online courseware, including civil rights, sexual harassment, mission statements, new employee orientation, or whatever the agency requires. The agency's training administrators can identify end users who need training, notify them via e-mail, track their progress, and generate compliance reports.
- c. ***eStrategy*** will provide customized technology-based testing and training services to be delivered to customers and their end users through the ***eStrategy*** website. In addition to Internet delivery, various other computer platforms and media may be offered.
- d. ***eStrategy*** may provide tailored solutions related to the customization and Internet delivery of online testing and training resources to meet customer-defined data, training, testing needs, reporting and/or regulatory support initiatives.
- e. ***eStrategy*** will provide sufficient infrastructure to accommodate customers and their end users receiving services through ***eStrategy's*** Internet website or custom application interface. The basic functions available through this contract are:
  - Repurpose client custom content into the ***eSS*** web-based LMS/LCMS delivery at no client cost
  - Deliver/host custom content via the ***eSS*** learning management system / learning content management system
  - Provide real time scoring of tests and course completions, issuance of certificates of passing and/or certification
  - Edit all material for updates and changes for any reason
  - Maintain repository of frequently asked questions (FAQs)
  - Complete reporting, tracking, and/or audit process/system for all user activity, payments, usage and completion of course and/or testing content
  - Hosting and maintenance of online web-based delivery of system / LMS / LCMS
  - Provide complete help desk services
  - Complete, secure e-commerce/shopping cart options with required payment



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options as per client needs, including the Texas.gov/USAS payment gateway option, (TPE), and the nicUSA (non-state) transaction gateway service.

## II. Solution Approaches and Description

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### **Proposed Solution**

eStrategy Solutions has developed an online learning service to satisfy the needs of the professional and vocational nurse field. The BON may choose to adapt, customize, adopt or direct implementation of any eSS product or service as explained previously in this document for the purposes or goals of this project.

The services and system are customized and upgraded to support the evolutionary nature of the lifelong learning and licensure relationship between the BON and its licensee community.

The services and system are described as “software as a service”, or SAAS. This approach means that all system functions, customizations, operations, etc., are handled by eStrategy Solutions. The BON is provided with online administrative tools for reporting and record review. All operational functions are handled by eStrategy Solutions. This approach extends to all areas of the service, i.e., eStrategy Solutions provides all services necessary to transition BON content for online delivery to its end users.

The eStrategy Solutions service meets or exceeds all components of the Project Overview/System Requirements:

1. Provide an online learning management system presence/service/site/web pages, branded to meet specific BON requirements;
2. eSS provides the ability to develop and administer:





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- a. a custom Nursing Jurisprudence Examination, (NJE) upon receipt of exam items from BON content experts;
  - b. registration process that will be linked to the appropriate BON licensing processes, limiting registrations to BON approved applicants.
3. Results of the NJE completions will be reported electronically, directly to BON;
4. eSS provides the ability to develop/re-develop BON courses for hosting and service online learning management system.
5. The initial courses will be specified as:
  - a. Nursing Jurisprudence Exam Prep Course
  - b. Nursing Regulations for Safe Practice
  - c. Prescriptive Authority for APRNs
6. Program provides the ability to support event/workshop registration and payment services;
7. Program provides the ability to support webinar/event center online registrations and reporting;
8. Program provides the ability for online ordering and payment for lists, documents, and other products identified by BON;
9. eSS will be responsible for the provision of end user assistance Monday through Friday between the hours of 8:00 AM to 5:00 PM CST for the duration of the contract period;
10. eSS will customize reports and provide a reporting process for courses taken, user activity and financial tracking requirements of BON. Named reports must include, but are not limited to:
  - Quarterly reports of user activity, financial tracking requirements of BON for the Nursing Jurisprudence Examination, all online courses, webinars and workshops;
  - Annually, a report of statistical item analysis of the nursing jurisprudence exam items with a minimum sample of 1000 completed examinations; and
  - Additional reports may be created as agreed to by BON and Awarded Vendor.



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## **Work Requirements**

The eSS and BON will be responsible for performing tasks throughout various stages of this project. The following is a basic list of these tasks, supporting details for various components are further described in this document.

### Design Phase:

Work with BON to gather requirements and establish metrics and timeline for completion.

Create course platform and website designs based on collected requirements.

Create additional features and/or processes to meet supervisory, financial/accounting and program needs.

Discuss, develop course collaboratively with BON content experts, reporting and site designs for BON review and approval.

### Build Phase:

eSS will complete all coding for approved course, site designs and process customizations.

eSS will provide BON with appropriate online accounts for course and site review.

eSS will resolve any coding, course, site and process issues identified by BON Project coordinators.

### Implementation Phase:

eSS will publish all courses and release new features as developed and agreed upon.

eSS will provide end-user support/Help Desk services Monday through Friday between the hours of 8:00am to 5:00pm CST for the duration of this contract.

### Training Phase:



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eSS will work with BON to develop appropriate training plans for BON course content providers and BON instructional design/support personnel.

Communication for all project issues will be facilitated by eSS and BON project coordinators: All communication regarding requirements, changes, updates, modifications, features, service adjustments and customizations must be submitted via email between project coordinators.

In addition, strategic/account review meetings will be held at the discretion of either party to include eSS and BON management personnel.

### **Supporting Details**

#### Design:

Course design is described as a basic, online, self-directed individual course. Vendor must deploy all courses to meet ADA/Section 508 compliance requirements. Individual course features, (i.e. course timers, user security validation, etc.,) may be implemented or developed as requested.

Course assets may include, but may not be limited to:

- pre/post test,
- narrated presentation,
- video,
- interactive online learning exercises,
- course handouts,
- course evaluation,
- certificate of completion content/instruction

#### Course Reporting:

Reports on course, webinar, workshop registration, post-participation information, user activities, etc; will be accessible by course facilitator and BON administrators directly or on demand. eSS will customize reports to meet developing/evolving requirements.



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Course Content Update Process:

The eSS will provide a course change management process that is simple and timely for any modifications. BON Course Facilitator(s) will submit course changes to eSS in agreed upon format for rapid completion. Minor course changes to published courses are to be given top priority by the eSS, if not immediately upon receipt, within 24 hours. eSS and BON will work together to customize processes for change submissions that integrates most effectively with BON departments, personnel and processes.

Financial Accounting & Payment Gateway Criteria:

**Accounting Information for Individual Users:**

- Payment Receipt, delivered via email immediately upon successful checkout, clearly states the course title(s), purchase amount, purchase method, purchase date, user login credentials, and other registration information, as requested.

**Accounting/Payment Processing Information:**

- Fiscal Office (administrator level)-reporting customized as required
- Credit card transactions processed via Texas.gov/TPE gateway
- Payment methods accepted include:
  1. Major Credit cards
  2. Electronic check/ACH
- eSS will invoice BON once per month for all zero-dollar registration transactions that have occurred in the previous month, including, but not limited to:
  - New Nursing Jurisprudence Examination registrations
- Payment processing charges are applicable for all BON online transactions processed via Texas.gov/TPE at the rate and convenience fee structure provided by Texas.gov. The current Texas.gov rate is 2.25%, plus a convenience fee \$0.25 per transaction.



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Supplier Service Delivery/Cost:

eSS will provide services based on per user/per course/per event basis. Online course and webinar/event transactions will be paid by a third-party pay or end user payment, providing for a zero fiscal impact to BON. Transaction fees for workshop and webinar registrations will be paid by BON.

Individual component cost breakdown: Fees are all inclusive for services performed under this SOW and is the maximum allowable charge per registrant by eSS. This response to the SOW is considered to be an agreement to adhere to these costs throughout the term of the contractual agreement.

1. Nursing Jurisprudence Exam registrations: \$13/per user (includes unlimited user attempts to pass)
2. Online continuing competency/CNE courses: \$15/per user. (Transaction fees paid by eSS)
3. Online workshop registration: \$6/per registrant, includes all pre and post workshop online activity requirements. (Transaction fees paid by BON)
4. Online webinar registration: \$9/per registrant, includes all pre and post webinar online activity components, as well as all service fees for online webinar service provider/WebEx. (Transaction fees paid by BON)
5. Process customizations and modifications, custom reporting, enhancements, etc., will be provided by eSS at no additional cost to the BON

**Payment Structure and Payment Cap**

The total amount of this SOW may not exceed \$750,000 for any one year period. The total amount of this SOW may not exceed \$1,000,000. The contractor agrees to provide the Texas Board of Nursing a detailed list of users and/or registrants on a monthly basis.



**eStrategy Solutions, Inc.**  
6601 Vaught Rd, Suite 100, Austin, TX 78730  
Phone: 512-451-0100 | Fax: 512-637-1143  
smatt@estrategysolutions.com

### **Period of Performance**

This Statement of Work (SOW) is executed to be effective immediately upon the date of the last signature. This SOW is submitted under the terms and conditions of DIR Contract DIR-SDD-1937 dated 08/05/2016. The Period of Performance shall be from 9/1/2016 through 8/31/16, with an option, upon mutual agreement of the parties, to renew this agreement for three (3) additional one-year periods.

### **Roles and Responsibilities**

1. eSS and BON will each identify a project manager to collaboratively establish a proposed work plan for each product.
2. eSS does not require temporary workspace and/or equipment.

### **Reports and Meetings**

1. Reports shall be delivered as set forth in item #10 in Project Overview/System Requirements.
2. eSS project manager will meet periodically in person and/or remotely with BON project manager during initial project planning stages and as needed through project completion.

### **Implementation Timeline**

The timeline for product delivery will be provided by the BON project manager. If a deliverable cannot be provided within the scheduled time frame, the Vendor is required to contact the BON Contract Manager in writing with a reason for the delay and the proposed revised schedule.

The request for a revised schedule must include the impact on related tasks and the overall project.



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## Supplier Qualifications

Supplier/Vendor qualifications must include:

### Reference 1:

Name: Allison Benz / Texas Board of Pharmacy

Title: Director of Professional Services

E-Mail: allison.benz@tsbp.state.tx.us

Telephone Number: (512) 305-8000

Services provided and date(s) services were provided to client:

- ✓ eLearning and webinar hosting services as described in the scope of work
- ✓ 2015 to present

### Reference 2:

Name: Alice Bradford / Texas State Board of Social Worker Examiners

Title: Executive Director

E-Mail: alice.bradford@dshs.state.tx.us

Telephone Number: 512-834-6628 ext. 2715

Services provided and date(s) services were provided to client:

- ✓ Online jurisprudence exams similar to that described in the scope of work
- ✓ 2005 to present

### Reference 3:

Name: Marilyn Hartman / Texas Board of Veterinary Medical Examiners

Title: Director of Licensing & Examinations

E-Mail: marilyn@veterinary.texas.gov

Telephone Number: 512-305-7558

Services provided and date(s) services were provided to client:

- ✓ Online, proctored State Board Examination
  - 2012 to present
- ✓ Online law and review course




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- 2008-2012
- ✓ Online disciplinary jurisprudence exam
- 2008 to present

Vendor Name: eStrategy Solutions, Inc  
 Signature:   
 Name and Title: STEPHEN MATT / VP/COO  
 Date: 9/1/2016

**Texas Board of Nursing:**

Signature:   
 Name and Title: Katherine Thomas, MN, RN, FAAN Executive Director  
 Date: 9/27/16

**Texas Department of Information Resources**

Signature: Hershel Becker  
 Name and Title: Hershel Becker, Chief Procurement Officer  
 Date: 9/30/2016 | 3:55 PM CDT