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Kyndryl’s response to CalSAWS Consortium

Maintenance and Operations RFP   
#01-2022

Volume 1A Infrastructure   
Business Proposal – Part 2

Table of Contents

[Section 2B Firm Qualifications: Firm Financial Resources 1](#_Toc124857158)

[5.2.1. Infrastructure Firm Qualifications 1](#_Toc124857159)

[5.2.1.3. Infrastructure Firm Financial Qualifications 1](#_Toc124857160)

[Section 3 Staffing Approach 2](#_Toc124857161)

[5.2.2. Infrastructure Staffing 2](#_Toc124857162)

[Section 6 Required Attachments 3](#_Toc124857163)

Table of Figures

**None.**

Table of Tables

**None.**

# Section 2B Firm Qualifications: Firm Financial Resources

* + 1. Infrastructure Firm Qualifications

Bidders will provide financial qualifications as contained in Section 5.2.1.3 associated with the prime Contractor and any Subcontractor providing at least 20% of the annual revenue during the base contract period.

* + - 1. Infrastructure Firm Financial Qualifications

I-F5 a. The Bidder will provide financial statements for the past two (2) fiscal years for the Contractor and each Subcontractor. These must be audited financial statements unless audited statements are not a part of the routine business practices of the firm. The Consortium will accept financial statements audited according to either Generally Accepted Accounting Principles (GAAP), Statutory Accounting Principles (SAP) of the National Association of Insurance Commissioners (NAIC) or the International Financial Reporting Standards (IFRS).

On November 4, 2021, Kyndryl was officially spun-off from IBM into a fully independent, publicly traded company, Kyndryl Holdings, Inc. Our current 2021 annual report financials for the fiscal year ended December 31, 2021 is attached under separate cover or can be found by visiting <https://investors.kyndryl.com/financials/sec-filings/default.aspx>. Prior IBM financial report for 2020 is attached under separate cover or can be found by visiting <https://www.ibm.com/investor/financials/financial-reporting>.

I-F6 The Bidder must also provide a copy of its Dun & Bradstreet (D&B) D-U-N-S number and Business Information Report, inclusive of its D&B viability and credit ratings.

The Kyndryl Dun and Bradstreet number is 11-809-3317. Our Business Information Report is attached under separate cover entitled *KYNDRYL-INC.\_D&B Report\_01-03-2023.pdf*.

I-F7 These financial statements must be accompanied by a signed statement from the Bidder’s or its Parent Company’s Chief Executive Officer, Chief Financial Officer and/or Designee(s), certifying the financial information is accurate and complete. Alternatively, financial statements that include a signed statement by the independent certified public accountant, made a part of the financial statement, will suffice for the certification letter.

The Annual Reports noted in our response to I-F5 are filed with the SEC and contain signed statements certifying the financial information is accurate and complete.

# Section 3 Staffing Approach

* + 1. Infrastructure Staffing

**Subcontractor Additional Details**

The Contractor shall provide a detailed description of all Work to be performed by the Subcontractor(s) providing at least 20% of the annual price during the base contract period, including:

* Any Tasks, or portions thereof, that will be subcontracted must be identified and defined;
* Each Subcontractor(s) responsible shall be identified by name;
* The rationale for selection of the Subcontractor(s) must be stated; and
* The exact type and amount of Work to be done by each Subcontractor must be identified and defined.

The Contractor shall delineate the percentage of the total Infrastructure Services Project Work each Subcontractor will perform by SFY. The percentage of Work shall be calculated using the Subcontractor’s portion of the total number of Work hours or by using another method such as the Subcontractor’s portion of the prime Contractor’s total price. The Contractor shall separately delineate the percentage of the total Infrastructure Services Project Work any Minority or MWBEs or Disabled Veteran Owned Business Enterprises will perform by SFY.

Kyndryl’s response does not include any subcontractors (at this point in time).

**Attachment A13 – Infrastructure Staffing Worksheets**

The Bidder will complete Attachment A13 – Infrastructure Staffing Worksheets describing the roles and level of effort (hours) to provide Infrastructure Services. No pricing is to be included in this worksheet.

# Section 6 Required Attachments

* Attachment A13 – Infrastructure Staffing Worksheets

Please refer to our completed Attachment A13 file provided under separate cover entitled *Kyndryl Response to RFP Attachment A13 - Infrastructure Staffing Schedules 072722.xlsx*.