

DECEMBER 12, 2025



HGACAI02-026 AI CONSULTING

EXECUTIVE SUMMARY RESPONSE

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EXECUTIVE SUMMARY

Fuchsia Services, Inc. (DBA Fuchsia Services, Inc.) is pleased to submit this response to the Houston–Galveston Area Council (H-GAC) RFP **AI02-26** for AI Consulting Services. Fuchsia Services, Inc. is a certified Woman-Owned, Minority-Owned, and HUB-certified small business with deep expertise in artificial intelligence, data engineering, analytics modernization, cloud transformation, cybersecurity, and Responsible AI governance. We are uniquely qualified to deliver the full range of AI and BI consulting services outlined in this Solicitation to H-GAC and its diverse HGACBuy member organizations. **We have secured a partnership with Alpha Tango as our subcontractor in our response to this RFP.**

With a robust partner ecosystem, as a Microsoft AI Cloud Partner and strategic partnership with Databricks, Snowflake, Splunk, and Palo Alto Networks, Fuchsia Services, Inc. delivers secure, scalable, and enterprise-grade AI solutions built on industry-leading platforms. Our consulting practice is grounded in transparency, accountability, and regulatory compliance, enabling public-sector entities—including councils of government, transportation authorities, public health agencies, and local governments—to adopt AI technologies with confidence.

Fuchsia Services, Inc. brings experience in Responsible AI implementation and governance, with particular emphasis on the NIST AI Risk Management Framework (AI RMF). We help organizations establish AI systems that are fair, explainable, auditable, secure, and compliant throughout the full AI lifecycle. Our domain expertise spans healthcare, public-sector infrastructure, transportation operations, and regional government administration, allowing us to tailor solutions that align with the operational, legal, and ethical requirements of H-GAC and its member agencies. Our service offerings directly align with the Targeted Services of this RFP.



Fuchsia Services, Inc.

- High-Touch, High-End Consulting and Services Company
- Delivering Cloud Engineering, Cloud Security, Data Engineering, AI Solutions and AI Consulting
- Healthcare Vertical, CyberSecurity Horizontal
- Expert Consulting in Operationalizing AI

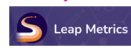


Core Capabilities

- Cloud Engineering, Cloud Security, Data Engineering and Data Governance
- Specialized AI Consulting and Solution Services primarily focused on extending CSFs to RMFs
- Operationalizing AI with workflows, procedures and process
- Achieve Cybersecurity Compliance with Fushiaa AI Accelerator
- Specialized capability where AI and Cybersecurity functions intersect



Wins/ Customers



- Managed Services in Cybersecurity
- Data Engg, AI Consulting and Solutioning
- AI Governance, AI Compliance, Data Science



Partner Eco System



Public Sector Certifications



Active Engagements

- New Age Aviation Company - CMMC Consulting
- Largest Payor in Michigan - AI Consulting and Solutioning
- Big4 Consulting, AI Governance and Compliance

PwC's Strategy& recognizes the following third-party certifications:

- The National Minority Supplier Development Council (NMSDC)

Fuchsia Services, Inc. Confidential

Capabilities and Experience

End-to-End Managed AI & BI Services

Fuchsia Services, Inc. delivers comprehensive, end-to-end Managed AI and Business Intelligence (BI) services that span the full analytics and model lifecycle. Our capabilities include model lifecycle management, analytics and reporting development, enterprise dashboarding, data pipeline optimization, and cloud platform administration. These services are delivered under clearly defined service-level commitments that ensure reliability, performance, and accountability. Our managed services model enables organizations to focus on business outcomes while we handle the operational complexity of modern AI and analytics platforms.

Discovery & AI/BI Roadmap Development

Across multiple clients, including LeapMetrics, Humana, and Arkansas Blue Cross Blue Shield (ABCBS), Fuchsia Services, Inc. has led Discovery and AI/BI Roadmap engagements that establish a clear and actionable foundation for analytics and AI transformation. Our structured approach begins with a current-state assessment of data sources, analytical models, technical architecture, and governance maturity. We then define prioritized use cases, KPIs, and measurable outcomes aligned to organizational goals. Each engagement culminates in a 90-day tactical execution plan and a 12-month strategic roadmap, supported by SLA definitions and operating-model recommendations. As part of this roadmap, our team also delivered Cloud FinOps guidance to ensure cost transparency, optimization, and sustainable scaling.

DataOps & CI/CD Enablement

Fuchsia Services, Inc. has enabled organizations such as 3Cloud Consulting and ABCBS to operate with true engineering rigor by implementing DataOps and CI/CD best practices across BI and analytics environments. Our engineers define robust Git-based branching and release strategies, build automated CI/CD pipelines for dashboards, datasets, and SQL assets, and integrate automated testing frameworks that significantly reduce manual QA. These practices improve reliability, speed of delivery, and auditability, while ensuring consistent deployment and seamless collaboration across analytics and engineering teams.

Governance & Compliance Framework

With deep expertise in data governance and regulatory alignment, Fuchsia Services, Inc. delivers Governance and Compliance Frameworks that strengthen trust, security, and operational excellence. Our work includes designing scalable data catalog and lineage strategies, implementing role-based access controls, defining development and dashboard standards, and producing comprehensive documentation and audit-readiness packages. This approach results in a consistent, compliant, and well-governed analytics ecosystem that satisfies both internal governance requirements and external regulatory expectations.

Dashboard Accelerator Delivery

Through our Dashboard Accelerator, Fuchsia Services, Inc. has helped large enterprises such as Arkansas Blue Cross Blue Shield unlock rapid insights by delivering five high-impact dashboards from requirements through production. We begin with KPI alignment and reporting requirements, followed by dataset and analytical model development to ensure accuracy and performance. Our team designs polished visualizations, conducts user acceptance testing (UAT), manages deployments, and delivers full technical and business documentation. This accelerator provides immediate business value while establishing a repeatable blueprint for future BI development.

Training & Knowledge Transfer

To ensure long-term success and self-sufficiency, Fuchsia Services, Inc. provides comprehensive training and knowledge transfer services. These include four hands-on virtual workshops, detailed handoff documentation, and dedicated user support and office hours. This approach empowers client teams to confidently operate, maintain, and extend the AI and BI solutions implemented, accelerating adoption and reducing long-term dependency.

Ongoing Support & Managed Services

Fuchsia Services, Inc. offers a flexible ongoing support program designed to ensure platform stability, continuous improvement, and responsive user support. Services include project and backlog management, security and compliance oversight, governance activities, user training, and incremental feature enhancements. This ongoing partnership ensures stable operations, proactive optimization, and consistent value delivery for stakeholders.

Commitment to HGACBuy Members

Fuchsia Services, Inc. is fully committed to delivering all services proposed under this Solicitation in accordance with H-GAC requirements and member-specific scopes. We are prepared to support HGACBuy members nationwide through flexible delivery models, scalable staffing, and customized solutions that address local needs while maintaining compliance with applicable federal, state, and regional regulations.

Pricing

Main Services Price Book			
#	Type of Services	Description of Standard / List Price Book for Proposed Services	Price
1	One-Time AI/BI Implementation (6-8 Weeks)	This fixed-scope project includes all core components needed to establish a scalable, well-governed analytics environment: Current-state assessment (data sources, models, governance) Use case and KPI definition 90-day and 12-month roadmap SLA and operating model recommendations	
	A. Discovery & AI/BI Roadmap	Git branching and release strategy CI/CD pipelines for dashboards, datasets, & SQL Automated testing framework Deployment and review workflows	\$ 11,173.40
	B. DataOps & CI/CD Enablement	Data catalog & lineage approach Role-based access model Dashboard standards & naming conventions Documentation and audit readiness package	\$ 22,356.00
	C. Governance & Compliance Framework	KPI and reporting requirements Dataset and model build Visualization development and tuning UAT, deployment, and documentation	\$ 10,005.00
	D. Dashboard Accelerator (5 dashboards)	Four virtual workshops Handoff documentation User support / office hours	\$ 23,920.00
	E. Training & Knowledge Transfer		\$ 2,576.00
	Total		\$ 70,030.40
		This ongoing package provides continued enhancements, maintenance, monitoring, and user support. The monthly hours cover: Data architecture and engineering BI development and updates Project management and backlog coordination Data analysis and reporting adjustments Security, compliance, and governance activities User adoption, training, and support General analytics support and small feature additions	
2	Recommended Ongoing Support (80 Hours/Month)	This ensures stable platform operations, proactive improvements, and reliable support for users and stakeholders.	\$ 14,631.45
	Total Annual Cost for 12 months		\$ 175,577.40
3	Year 1 Total Investment		\$ 245,607.80

We offer a 5% Discount on the pricing listed above and the price is negotiable.

All labor category rates and service SKUs corresponding to the above pricing are provided in the official H-GAC pricing workbook submitted with this Response.

Pricing Certification

Fuchsia Services, Inc certifies the following:

- 1) All pricing is Not-To-Exceed (NTE) and will not exceed the amounts listed in this proposal.
- 2) All rates already include H-GAC's required 2% administrative fee (cannot be added later).
- 3) Freight is excluded and will be billed at actual commercial carrier cost.
- 4) Travel is separate, pre-approved, and billed in accordance with GSA per diem.
- 5) A 5% Discount is provided for all services listed here.
- 6) All pricing, labor categories, and rate structures are governed by and fully aligned with the HGAC Pricing Workbook submitted with this proposal.

Authorized Distributors / Dealers Statement

Fuchsia Services, Inc. does not utilize authorized distributors, dealers, resellers, retailers, or third-party equipment manufacturers in the delivery of its products or services. All solutions

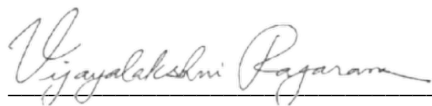
offered under this solicitation are provided directly by Fuchsia Services, Inc. through a direct-to-customer service delivery model.

As no authorized distributors or manufacturers are planned for use during the term of the awarded contract, no manufacturer approval letters or authorization documents are applicable to this response. Fuchsia Services, Inc. retains full responsibility for the sale, delivery, implementation, support, and servicing of all proposed products and services nationwide.

Certification

Fuchsia Services, Inc. certifies that all statements and information submitted in this proposal are current, complete, and accurate, and that the company will deliver all proposed services in full compliance with Solicitation AI02-26.

Signed:



Vijayalakshmi Rajaramanan
Founder, CEO, President
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8401, Orchard Hill Dr,
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Date: __12/13/2025_____