



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 1

List View

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 636720

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0702

Vendor ID: 000000223330

SO Doc ID: TAX2000000011

Legal Name: DELL MARKETING LP

Published Date: 12/3/19

Alias/DBA:

Close Date: 12/11/19

Total Bid: \$407,827.34

Close Time: 13:30

Response Date: 12/10/2019

Status: Closed

Response Time: 15:18

Solicitation Description: Addendum No.02 - 10 Gig Capable
Firewall Security

Total of Header Attachments: 1

Total of All Attachments: 1



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder : 636720

Solicitation Description : Addendum No.02 - 10 Gig Capable Firewall Security

Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2019-12-11 13:30:00	SR 0702 ESR12101900000003512	1

VENDOR
000000223330 DELL MARKETING LP

Solicitation Number: CRFQ 0702 TAX2000000011

Total Bid : \$407,827.34 **Response Date:** 2019-12-10 **Response Time:** 15:18:44

Comments:

FOR INFORMATION CONTACT THE BUYER
 Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

Signature on File	FEIN #	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Palo Alto PA-5250 Next-Generation Firewall or Equal	2.00000	EA	\$67,200.000000	\$134,400.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description :	Palo Alto PA-5250 Next-Generation Firewall or Equal See 3.1.1 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	10 Gig SFP+	8.00000	EA	\$1,050.000000	\$8,400.00

Comm Code	Manufacturer	Specification	Model #
43210000			

Extended Description :	10 Gig SFP+ See 3.1.2 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Professional Services	2.00000	EA	\$16,765.750000	\$33,531.50

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Professional Services See 3.1.3 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Threat Prevention Subscription Year 1	2.00000	EA	\$8,941.390000	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Treat Prevention Subscription Year 1 See 3.1.4 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Palo Alto Premium Technical Support or equal Year 1	2.00000	EA	\$19,995.590000	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Palo Alto Premium Technical Support or equal Year 1 See 3.1.5 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Threat Prevention Subscription Year 2	2.00000	EA	\$8,941.390000	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Treat Prevention Subscription Year 2 See 3.1.4 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Palo Alto Premium Technical Support or equal Year 2	2.00000	EA	\$19,995.590000	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Palo Alto Premium Technical Support or equal Year 2 See 3.1.5 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Threat Prevention Subscription Year 3	2.00000	EA	\$8,941.390000	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Treat Prevention Subscription Year 3 See 3.1.4 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Palo Alto Premium Technical Support or equal Year 3	2.00000	EA	\$19,995.590000	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Palo Alto Premium Technical Support or equal Year 3 See 3.1.5 of attached specifications
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Comments: Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Threat Prevention Subscription Year 4	2.00000	EA	\$8,941.390000	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Treat Prevention Subscription Year 4 See 3.1.4 of attached specifications
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Comments: Per section 3.1.1.10 and 3.1.1.11, the attached quote includes (qty 2) of PAN-PA-5250-URL4-HA2 and PANPA-5250-DNS-HA2 subscriptions to meet the URL Filtering and DNS requirements identified. We are not able to list out these items in the price sheet because there is not a section to do so. Pricing for these (2) line items would also need to be added annually to the years 2-4 renewal estimate. The quote also includes long-range (LR) optics instead of short-range (SR) due to the single-mode requirement provided in the Q&A. Delivery Days are estimated

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Palo Alto Premium Technical Support or equal Year 4	2.00000	EA	\$19,995.590000	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description :	Palo Alto Premium Technical Support or equal Year 4 See 3.1.5 of attached specifications
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Comments: Per section 3.1.1.10 and 3.1.1.11, the attached quote includes (qty 2) of PAN-PA-5250-URL4-HA2 and PANPA-5250-DNS-HA2 subscriptions to meet the URL Filtering and DNS requirements identified. We are not able to list out these items in the price sheet because there is not a section to do so. Pricing for these (2) line items would also need to be added annually to the years 2-4 renewal estimate. The quote also includes long-range (LR) optics instead of short-range (SR) due to the single-mode requirement provided in the Q&A. Delivery Days are estimated

Proposal for 10 Gig Capable Firewall Security

Solicitation No. CRFQ 0702 TAX2000000011

Proposal Due Date: December 11, 2019



December 10, 2019

Brittany E. Ingraham
State of West Virginia Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, West Virginia 25305-0130

Dear Ms. Ingraham,

Thank you for this opportunity to submit a proposal for State of West Virginia Department of Administration, Purchasing Division's forthcoming technology project. We have studied the information provided to us about your business requirements and carefully analyzed your technology needs. The solution recommended for State of West Virginia has been designed to meet your needs in the most cost-effective way without compromising on quality, service or ongoing support.

Dell is helping our customers to bring down the Total Cost of Ownership by simplifying IT. We are committed to providing solutions that will allow State of West Virginia to reclaim time and cost and increase the productivity of your IT. In addition, we have built environmental consideration into every stage of the Dell product lifecycle including power consumption, helping our customers demonstrate environmentally responsible procurement.

Along with award winning products and services, Dell also offers you a dedicated program account team that is committed to working with you and your procurement needs. This team includes:

- An Account Manager to ensure overall account satisfaction
- System Consultants to provide a seamless deployment experience
- Technical Sales Representatives to facilitate order management
- Customer Service Representatives to provide post-sale support

Dell's receipt of an Award or Purchase Order for the 10 Gig Capable Firewall Security RFP from the State of West Virginia and subsequent performance in relation to this response shall be governed by and understood to indicate the State of West Virginia's acceptance of the Contract MHEC-07012015 (Dell contract code 99AGZ) between Dell Marketing L.P. and Midwestern Higher Education Compact (MHEC). Any terms in 10 Gig Capable Firewall Security RFP or on a resulting Purchase Order from the State of West Virginia to Dell shall not be applicable.

Dell Technologies will partner with you every step of the way as you acquire, deploy, and manage your infrastructure. Additionally, the State of West Virginia will benefit from the full breadth of Dell Technologies' expertise, experience, and services capabilities that together help you leverage the full value of your information.

Should you have any questions regarding this response, they may be directed to your Account Executive, Ian Ciemanian at (304) 333-3456, or online at ian_ciemanian@dell.com. We look forward to working with you.

Sincerely,



Michael Connelly
Proposal Manager

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Contacts and Confidentiality Statement

Contacts

Name	Responsibility	Contact Information
Ian Ciemania	Account Executive	(304) 333-3456 ian_ciemania@dell.com
Jordan Pace	Account Manager	(512) 513-8004 Jordan_pace@dell.com
Michael Connelly	Proposal Manager	(321) 370-0958 michael.connelly@dell.com

Confidentiality Statement:

Dell, EMC, Dell EMC, and other trademarks are trademarks of Dell Technologies Inc. or its subsidiaries. All other trademarks used herein are the property of their respective owners.

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Executive Summary

In responding to the Department of Administration's requirement, Dell has derived a solution that addresses your expressed business challenges and offers tangible financial, operational and business benefits.

Dell Technologies is a unique family of businesses that provides the essential infrastructure for organizations to build their digital future, transform IT, and protect their most important asset - information. Operating in 180 countries globally, West Virginia is of particular focus for Dell Technologies as we clearly see opportunities to partner with our customers throughout the state to build their own digital transformations. Dell Technologies continues to employ local experts and executive resources which has shown to deepen the relationship with our customers.

Dell offers superior quality and value of solutions through operational excellence based on:

Expertise

- Dell uses a Business Process Improvement (BPI) methodology, based upon the internationally recognized 6-Sigma, for continuous innovation and process quality improvement
- Dell offers validated, best of breed solutions based on thousands of successful deployments
- Intellectual property and solution project management are maintained by Dell

Efficiency

- Dell's solution framework (based upon industry best practice) can be customized to meet your business needs, and allows for rapid design and deployment of solutions
- Our expertise in delivering core infrastructure services ensures the efficiency of solution planning, implementation and on-going maintenance

Dependability

- Dell's unique business model provides the Department of Administration with a single point of accountability for everything we do
- Dell is passionate about its customer relationships. That passion means that you can be assured of high-quality delivery – and also that doing business with Dell will be easy.

Choosing Dell as Your Supplier

In summary, we believe that Dell can deliver real value to the Department of Administration's business.

You can be assured that Dell is committed to deliver the solutions and services described in this proposal in a manner that will meet both your short- and long-term requirements.

Dell's Response to RFQ

Dell's response to the RFQ can be found following this page.



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 – Info Technology

Proc Folder: 636720

Doc Description: Addendum No.02 - 10 Gig Capable Firewall Security

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2019-12-03	2019-12-11 13:30:00	CRFQ 0702 TAX2000000011	3

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:

Dell Marketing L.P.
 One Dell Way
 Round Rock, TX 78682
 1-800-289-3355

FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

Signature X

FEIN # 74-2616805

DATE 12/10/19

All offers subject to all terms and conditions contained in this solicitation

*Dell's offer is subject to any clarifications to the terms and conditions made in our proposal. If selected for award, Dell will negotiate in good faith to reach agreement on the terms contained our proposal.

ADDITIONAL INFORMATION:

Addendum

Addendum No.02 issued to publish and distribute the attached information to the vendor community.

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed period contract for the purchase of two (2) firewall appliances, per the bid requirements, specifications, terms and conditions attached to this solicitation.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Palo Alto PA-5250 Next-Generation Firewall or Equal	2.00000	EA	\$67,200.00	\$134,400.00

Comm Code	Manufacturer	Specification	Model #
43222501	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-Palo Alto Networks PA-52 50

Extended Description :

Palo Alto PA-5250 Next-Generation Firewall or Equal

See 3.1.1 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	10 Gig SFP+	8.00000	EA	\$1,050.00	\$8,400.00

Comm Code	Manufacturer	Specification	Model #
43210000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-SFP+ form factor, SR 10G b optical transceiver

Extended Description :

10 Gig SFP+

See 3.1.2 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Professional Services	2.00000	EA	\$16,765.75	\$33,531.50

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-Palo Alto Networks Migration Bundle

Extended Description :

Professional Services

See 3.1.3 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Threat Prevention Subscription Year 1	2.00000	EA	\$8,941.39	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-Threat prevention subscription

Extended Description :

Treat Prevention Subscription Year 1

See 3.1.4 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Palo Alto Premium Technical Support or equal Year 1	2.00000	EA	\$19,995.59	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-For US Government accounts only. Premium support year 1, PA-5250

Extended Description :

Palo Alto Premium Technical Support or equal Year 1

See 3.1.5 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 CHARLESTON WV25339-1748 US		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M CHARLESTON WV 25301 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Threat Prevention Subscription Year 2	2.00000	EA	\$8,941.39	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-Threat prevention subscription

Extended Description :

Treat Prevention Subscription Year 2

See 3.1.4 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 CHARLESTON WV25339-1748 US		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M CHARLESTON WV 25301 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Palo Alto Premium Technical Support or equal Year 2	2.00000	EA	\$19,995.59	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-For US Government accounts only. Premium support year 1, PA-5250

Extended Description :

Palo Alto Premium Technical Support or equal Year 2

See 3.1.5 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Threat Prevention Subscription Year 3	2.00000	EA	\$8,941.39	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-Threat prevention subscription

Extended Description :

Treat Prevention Subscription Year 3

See 3.1.4 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Palo Alto Premium Technical Support or equal Year 3	2.00000	EA	\$19,995.59	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-For US Government accounts only. Premium support year 1, PA-5250

Extended Description :

Palo Alto Premium Technical Support or equal Year 3

See 3.1.5 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Threat Prevention Subscription Year 4	2.00000	EA	\$8,941.39	\$17,882.78

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-Threat prevention subscription

Extended Description :

Treat Prevention Subscription Year 4

See 3.1.4 of attached specifications

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Palo Alto Premium Technical Support or equal Year 4	2.00000	EA	\$19,995.59	\$39,991.18

Comm Code	Manufacturer	Specification	Model #
81110000	Palo Alto Networks	See Dell Quote 3000051795081.2	CS-WV-For US Government accounts only. Premium support year 1, PA-5250

Extended Description :

Palo Alto Premium Technical Support or equal Year 4

See 3.1.5 of attached specifications

Per section 3.1.1.10 and 3.1.1.11, the attached quote includes (qty 2) of PAN-PA-5250-URL4-HA2 and PAN-PA-5250-DNS-HA2 subscriptions to meet the URL Filtering and DNS requirements identified. We are not able to list out these items in the price sheet because there is not a section to do so. Pricing for these (2) line items would also need to be added annually to the years 2-4 renewal estimate. The quote also includes long-range (LR) optics instead of short-range (SR) due to the single-mode requirement provided in the Q&A.

TAX200000011	Document Phase Final	Document Description Addendum No.02 - 10 Gig Capable Firewall Security	Page 7 of 7
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ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. REVIEW DOCUMENTS THOROUGHLY: The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. MANDATORY TERMS: The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. PREBID MEETING: The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening

A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting
Revised 11/14/2019

are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. VENDOR QUESTION DEADLINE: Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are nonbinding.

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: **November 21, 2019 at 10:00 AM EST**

Submit Questions to: **Brittany Ingraham**

2019 Washington Street, East

Charleston, WV 25305

Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)

Email: **Brittany.E.Ingraham@w.gov**

5. VERBAL COMMUNICATION: Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

6. BID SUBMISSION: All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:

Department of Administration, Purchasing Division

2019 Washington Street East

Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

SEALED BID: 10 Gig Capable Firewall Security

BUYER: Brittany Ingraham

SOLICITATION NO.: CRFQ TAX2000000011

BID OPENING DATE: December 4, 2019

BID OPENING TIME: 1:30 PM EST

FAX NUMBER: 304.558.3970

Revised 11/14/2019

The Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. Submission of a response to an Expression or Interest or Request for Proposal is not permitted in wvOASIS.

For Request For Proposal ("RFP") Responses Only: In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus N/A convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

BID TYPE: (This only applies to CRFP)

Technical

Cost

7. BID OPENING: Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

Bid Opening Date and Time: **December 4, 2019 at 1:30 PM EST**

Bid Opening Location: Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

8. ADDENDUM ACKNOWLEDGEMENT: Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

9. BID FORMATTING: Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

10. ALTERNATE MODEL OR BRAND: Unless the box below is checked, any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the

equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

11. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

12. COMMUNICATION LIMITATIONS: In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

13. REGISTRATION: Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

14. UNIT PRICE: Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.

15. PREFERENCE: Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and should include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

15A. RECIPROCAL PREFERENCE: The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES: For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the

Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

17. WAIVER OF MINOR IRREGULARITIES: The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

18. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

19. NON-RESPONSIBLE: The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform, or lacks the integrity and reliability to assure good-faith performance.”

20. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

21. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor’s entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled “confidential,” “proprietary,” “trade secret,” “private,” or labeled with any other claim against public disclosure of the documents, to include any “trade secrets” as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

22. INTERESTED PARTY DISCLOSURE: West Virginia Code § 6D-1-2 requires that the vendor submit to the Purchasing Division a disclosure of interested parties to the contract for all contracts with an actual or estimated value of at least \$1 Million. That disclosure must occur on the form prescribed and approved by the WV Ethics Commission prior to contract award. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

23. WITH THE BID REQUIREMENTS: In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.6. This authority does not apply to instances where state law mandates receipt with the bid.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of a Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: This Contract becomes effective on _____ upon award _____ and extends for a period of _____ one (1) _____ year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to _____ three (3) _____ successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Alternate Renewal Term – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

Fixed Period Contract: This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

Fixed Period Contract with Renewals: This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that maintenance, monitoring, or warranty services will be provided for _____ year(s) thereafter.

One Time Purchase: The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

Other: See attached.

4. NOTICE TO PROCEED: Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

Open End Contract: Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Service: The scope of the service to be provided will be more clearly defined in the specifications included herewith.

Combined Service and Goods: The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

One Time Purchase: This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

7. REQUIRED DOCUMENTS: All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

BID BOND (Construction Only): Pursuant to the requirements contained in W. Va. Code § 5-22-1(c), All Vendors submitting a bid on a construction project shall furnish a valid bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

PERFORMANCE BOND: The apparent successful Vendor shall provide a performance bond in the amount of 100% of the contract. The performance bond must be received by the Purchasing Division prior to Contract award.

LABOR/MATERIAL PAYMENT BOND: The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable. Notwithstanding the foregoing, West Virginia Code § 5-22-1 (d) mandates that a vendor provide a performance and labor/material payment bond for construction projects. Accordingly, substitutions for the performance and labor/material payment bonds for construction projects is not permitted.

MAINTENANCE BOND: The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

LICENSE(S) / CERTIFICATIONS / PERMITS: In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below and must include the State as an additional insured on each policy prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed in this section.

Vendor must maintain:

Commercial General Liability Insurance in at least an amount of: \$1,000,000.00 per occurrence.

Automobile Liability Insurance in at least an amount of: _____ per occurrence.

Professional/Malpractice/Errors and Omission Insurance in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

Commercial Crime and Third Party Fidelity Insurance in an amount of: _____ per occurrence.

Cyber Liability Insurance in an amount of: _____ per occurrence.

Builders Risk Insurance in an amount equal to 100% of the amount of the Contract.

Pollution Insurance in an amount of: _____ per occurrence.

Aircraft Liability in an amount of: _____ per occurrence.

Notwithstanding anything contained in this section to the contrary, the Director of the Purchasing Division reserves the right to waive the requirement that the State be named as an additional insured on one or more of the Vendor's insurance policies if the Director finds that doing so is in the State's best interest.

9. WORKERS' COMPENSATION INSURANCE: The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. [Reserved]

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

_____ for _____

Liquidated Damages Contained in the Specifications

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence with regard to all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR CERTIFICATIONS: By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. PURCHASING AFFIDAVIT: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State, Vendors are required to sign, notarize, and submit the Purchasing Affidavit to the Purchasing Division affirming under oath that it is not in default on any monetary obligation owed to the state or a political subdivision of the state.

38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE: This Contract may be utilized by other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts (“Other Government Entities”), provided that both the Other Government Entity and the Vendor agree. Any extension of this Contract to the aforementioned Other Government Entities must be on the same prices, terms, and conditions as those offered and agreed to in this Contract, provided that such extension is in compliance with the applicable laws, rules, and ordinances of the Other Government Entity. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.

39. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

40. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.requisitions@wv.gov.

41. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision. The State reserves the right to prohibit a service provider’s employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Revised 11/14/2019

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

42. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
- c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

43. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a

“substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

44. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the vendor must submit to the Agency a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-award interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

45. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Ian Ciemania - Account Executive
(Name, Title)
Ian Ciemania - Account Executive
(Printed Name and Title)
One Dell Way, Round Rock, TX 78682
(Address)
(304) 333-3456
(Phone Number) / (Fax Number)
ian_ciemania@dell.com
(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Dell Marketing L.P.
(Company)

(Authorized Signature) (Representative Name, Title)

Michael Connelly - Proposal Manager
(Printed Name and Title of Authorized Representative)

12/02/19
(Date)

(321) 370-0958
(Phone Number) (Fax Number)

REQUEST FOR QUOTATION
Next-Gen Firewalls

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed period contract for the purchase of two (2) firewall appliances.
2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
 - 2.1 **“Contract Item”** means firewall appliances as more fully described by these specifications.
 - 2.2 **“Pricing Page”** means the pages, contained in wvOASIS or attached as Exhibit A, upon which Vendor should list its proposed price for the Contract Items.
 - 2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
 - 2.4 **“GB”** means gigabyte which is a multiple of the unit byte for digital information.
 - 2.5 **“Gbps”** means gigabits per second, a data transfer speed measurement for high-speed networks such as gigabit ethernet.
 - 2.6 **“FIPS 140-2”** stands for Federal Information Processing Standard (FIPS) Publication 140-2 which is a U.S. government computer security standard used to approve cryptographic modules.
 - 2.7 **“Mbps”** means megabits per second which is a unit of measurement for bandwidth and throughput on a network.
 - 2.8 **“NBD”** stands for next business day.
 - 2.9 **“OEM”** means original equipment manufacturer.
 - 2.10 **“VLAN”** means Virtual Local Area Network.
 - 2.11 **“RMA”** means Return Merchandise Authorization
 - 2.12 **“DNS”** means Domain Name Servers which is the Internet’s system for converting alphabetic names into numeric IP addresses.
 - 2.13 **“DMZ”** means Demilitarized Zone which is a physical or logical subnetwork that contains and exposes an organization’s external-facing services to an untrusted network, usually a larger network such as the Internet.

REQUEST FOR QUOTATION
Next-Gen Firewalls

2.14 “SQL” means Structured Query Language which is a domain-specific language used in programming and designed for managing data held in a relational database management system (RDBMS), or for stream processing in a relational data stream management system (RDSMS).

2.15 “SFP” means Small Form-Factor Pluggable which is a compact, hot-pluggable network interface module that is used for data communications.

3. GENERAL REQUIREMENTS:

3.1 Mandatory Contract Item Requirements: Contract Item must meet or exceed the mandatory requirements listed below.

3.1.1 Palo Alto PA-5250 Next-Generation Firewall or Equal

3.1.1.1 Must be FIPS 140-2 validated. Vendor must provide the certificate number of the module validated if requested. The link to provide the certificate can be found here.

<https://csrc.nist.gov/projects/cryptographic-module-validation-program/validated-modules/search>

3.1.1.2 Must receive software updates from designated servers located in the US.

3.1.1.3 Must have a minimum Firewall Throughput of thirty-five (35) Gbps

3.1.1.4 Must be able to use in an Active/Passive configuration to ensure High Availability.

3.1.1.5 System must have audit logs that document security-related events.

3.1.1.6 System must lock administrator accounts after no more than three (3) unsuccessful attempts to logon with an invalid password.

3.1.1.7 System must be configurable to require multi-factor authentication for remote device management.

3.1.1.8 System must not display passwords in clear text during login.

3.1.1.9 Must have an Intrusion Prevention Service that provides the latest defenses against network-based threats.

REQUEST FOR QUOTATION
Next-Gen Firewalls

- 3.1.1.10 Must have Web Filtering that will provide Granular blocking and filtering web categories to allow, block, or log URL database.
 - 3.1.1.11 Must have a DNS Filter that blocks DNS requests to known botnet command and control addresses. Vendor must maintain a database of known botnet command and control addresses.
 - 3.1.1.12 Must have a Static Domain Filter that allows the Agency to block, exempt, or monitor DNS requests by using IPS to look inside DNS packets and match the domains being looked up with the domains on the static URL filter list.
 - 3.1.1.13 Must have Antivirus protection that covers automated content updates and also malware and heuristic detection engines.
 - 3.1.1.14 Must have Web Application Firewall (WAF) to protect against SQL injection, cross-site scripting, web robot patterns, and suspicious URLs.
 - 3.1.1.15 Must have the ability to identify infected hosts that try to connect to malicious domains.
 - 3.1.1.16 Must have redundant power supplies.
 - 3.1.1.17 Must have a rack mounting kit and any cables necessary to configure the firewalls in an active/standby state.
 - 3.1.1.18 Vendor must be an authorized reseller of all equipment bid. All equipment must be new and genuine. Refurbished and/or gray market equipment will not be accepted.
- 3.1.2 10 Gig SFP+**
- 3.1.2.1 Must have a minimum of eight (8) 10Gbps SFPs
- 3.1.3 Professional Services**
- 3.1.3.1 Vendor must perform physical installation of all devices, transceivers, or modules.
 - 3.1.3.2 Vendor must configure all licensed features.
 - 3.1.3.3 Vendor must configure the devices into a high-availability cluster.

REQUEST FOR QUOTATION
Next-Gen Firewalls

3.1.3.4 Vendor must integrate the devices into existing agency network including the following:

3.1.3.4.1 Provisioning existing VLANs used to segment the agency network.

3.1.3.4.2 Provision DMZ to contain agency local servers and specialized hardware resources.

3.1.3.4.3 Create firewall rules for inbound traffic, outbound traffic, and intra-agency traffic.

3.1.3.4.4 Create an initial set of URL filtering rules.

3.1.3.5 Vendor must configure logging and notification features.

3.1.3.6 Upon award of the contract, vendor must provide detailed configuration material as appropriate for the recreating the configuration or for auditing purposes to the Agency.

3.1.4 Threat Prevention Subscription

3.1.4.1 Must have a minimum Threat Prevention Throughput of ten (10) Gbps.

3.1.5 Palo Alto Premium Technical Support or Equal

3.1.5.1 Must have 24x7x365 technical support.

3.1.5.2 Technical Support must be provided by U.S. Citizens located in the United States. No offshore access is permitted.

3.1.5.3 Must receive software updates and patches from the vendor's servers located within the United States.

3.1.5.4 Must be able to escalate case severity level when higher priority is required.

3.1.5.5 Must have a Next Business Day or sooner RMA option.

3.2 Alternative 'Or Equal' Submission

3.2.1 Contract Item if bidding an "or Equal" product will not require the purchase of any additional software or hardware for implementation and must fully integrate with Vendor's submitted equipment for Item 3.1 of this solicitation.

REQUEST FOR QUOTATION
Next-Gen Firewalls

3.2.2 If Vendor is submitting an “or Equal” product, this information must be provided at the time of submitting bid response. Any documentation supporting such should be submitted with bid response. This information may be required before award of contract.

3.2.3 Vendor will assume any costs related to any required installation of new software, hardware and/or training related to the alternate submission.

4. CONTRACT AWARD:

4.1 Contract Award: The Contract is intended to provide Agencies with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

4.1.1 Vendor should provide with their bid submission a copy of any and all Software Terms and Conditions or licenses that the State of West Virginia or the Agency will have to agree to or accept as a part of this solicitation. **This information will be required before Purchase Order is issued.**

4.1.2 Vendor should include a copy of any Maintenance Terms and Conditions or Licenses that the State of West Virginia or the Agency will be required to agree to and accept as a part of this solicitation. **This information will be required before Purchase Order is issued.**

4.1.3 **Evaluation will be based on the Total Bid Amount. Award will be made for items 3.1.1, 3.1.2, 3.1.3 and the first year only for items 3.1.4 and 3.1.5.**

Renewal options for items 3.1.4 and 3.1.5 for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

4.2 Pricing Page: Vendor should complete the Pricing Page by inserting a Unit Price for each item. Unit Price should be multiplied (x) by the Quantity to equal (=) the Extended Cost. Vendor should complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in Vendor’s bid being disqualified.

Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

Vendors who wish to respond to a centralized Request for Quotation (CRFQ) online may submit information through the state's wvOASIS vendor self-service (VSS). If unable to respond online, vendor must submit their pricing page with their submitted bid prior to the scheduled bid opening date.

REQUEST FOR QUOTATION
Next-Gen Firewalls

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. Vendor can download the electronic copy of the Pricing Pages from the wvOASIS Vendor Self-Service (VSS) website. If responding with a paper bid, Vendors should download and/or print the assembled CRFQ document (with the highest version number) from wvOASIS and insert their unit price and extended cost for each line item.

5. PAYMENT:

5.1 Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

6. DELIVERY AND RETURN:

6.1 Shipment and Delivery: Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order or notice to proceed. Vendor shall deliver the Contract Items within 15 calendar days after receiving a purchase order or notice to proceed.

Contract Items must be delivered to Agency at:
West Virginia State Tax Department
1001 Lee Street East, Charleston WV, 25301

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if the shipment of the Contract Items will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the Contract, and/or obtaining the Contract Items from a third party.

Any Agency seeking to obtain the Contract Items from a third party under this provision must first obtain approval of the Purchasing Division.

6.3 Delivery Payment/Risk of Loss: Vendor shall deliver the Contract Items F.O.B. destination to the Agency's location.

6.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

REQUEST FOR QUOTATION
Next-Gen Firewalls

6.5 Return Due to Agency Error: Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

7 VENDOR DEFAULT:

7.1 The following shall be considered a vendor default under this Contract.

7.1.1 Failure to provide Contract Items in accordance with the requirements contained herein.

7.1.2 Failure to comply with other specifications and requirements contained herein.

7.1.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

7.1.4 Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

7.2.1 Immediate cancellation of the Contract.

7.2.2 Immediate cancellation of one or more release orders issued under this Contract.

7.2.3 Any other remedies available in law or equity.

8. MISCELLANEOUS:

8.1 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Loretta Ortman

Telephone Number: (703) 342-3598

Fax Number: N/A

Email Address: loretta.ortman@dell.com

West Virginia Ethics Commission



Disclosure of Interested Parties to Contracts

Pursuant to *W. Va. Code* § 6D-1-2, a state agency may not enter into a contract, or a series of related contracts, that has/have an actual or estimated value of \$1 million or more until the business entity submits to the contracting state agency a Disclosure of Interested Parties to the applicable contract. In addition, the business entity awarded a contract is obligated to submit a supplemental Disclosure of Interested Parties reflecting any new or differing interested parties to the contract within 30 days following the completion or termination of the applicable contract.

For purposes of complying with these requirements, the following definitions apply:

"Business entity" means any entity recognized by law through which business is conducted, including a sole proprietorship, partnership or corporation, but does not include publicly traded companies listed on a national or international stock exchange.

"Interested party" or *"Interested parties"* means:

- (1) A business entity performing work or service pursuant to, or in furtherance of, the applicable contract, including specifically sub-contractors;
- (2) the person(s) who have an ownership interest equal to or greater than 25% in the business entity performing work or service pursuant to, or in furtherance of, the applicable contract. (This subdivision does not apply to a publicly traded company); and
- (3) the person or business entity, if any, that served as a compensated broker or intermediary to actively facilitate the applicable contract or negotiated the terms of the applicable contract with the state agency. (This subdivision does not apply to persons or business entities performing legal services related to the negotiation or drafting of the applicable contract.)

"State agency" means a board, commission, office, department or other agency in the executive, judicial or legislative branch of state government, including publicly funded institutions of higher education: Provided, that for purposes of *W. Va. Code* § 6D-1-2, the West Virginia Investment Management Board shall not be deemed a state agency nor subject to the requirements of that provision.

The contracting business entity must complete this form and submit it to the contracting state agency prior to contract award and to complete another form within 30 days of contract completion or termination.

This form was created by the State of West Virginia Ethics Commission, 210 Brooks Street, Suite 300, Charleston, WV 25301-1804. Telephone: (304)558-0664; fax: (304)558-2169; e-mail: ethics@wv.gov; website: www.ethics.wv.gov.

West Virginia Ethics Commission
Disclosure of Interested Parties to Contracts

(Required by *W. Va. Code* § 6D-1-2)

Name of Contracting Business Entity: _____ Address: _____

Name of Authorized Agent: _____ Address: _____

Contract Number: _____ Contract Description: _____

Governmental agency awarding contract: _____

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (*attach additional pages if necessary*):

1. Subcontractors or other entities performing work or service under the Contract

Check here if none, otherwise list entity/individual names below.

2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)

Check here if none, otherwise list entity/individual names below.

3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)

Check here if none, otherwise list entity/individual names below.

[N/A for this response.](#)

Signature: _____ Date Signed: _____

Notary Verification

State of _____, County of _____:

I, _____, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this _____ day of _____, _____.

Notary Public's Signature

To be completed by State Agency:

Date Received by State Agency: _____

Date submitted to Ethics Commission: _____

Governmental agency submitting Disclosure: _____

Addendum Acknowledgement

The Addendum Acknowledgement can be found following this page.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ TAX20*11

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Dell Marketing L.P.

Company

M. Connelly

Authorized Signature

12/10/19

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

Revised 6/8/2012

Dell Quote 3000051795081.2

Dell Quote 3000051795081.2 can be found following this page.



A quote for your consideration.

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

Quote No.	3000051795081.2	Sales Rep	Jordan Pace
Total	\$289,092.59	Phone	(800) 456-3355, 5138004
Customer #	530014391787	Email	Jordan_Pace@Dell.com
Quoted On	Dec. 10, 2019	Billing To	STATE BUDGET OFFICE
Expires by	Jan. 09, 2020		WV STATE BUDGET OFFICE
			1900 KANAWHA BLVD
			BLDG 1 RM W310
			CHARLESTON, WV 25305

Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,
Jordan Pace

Shipping Group

Shipping To	Shipping Method
STATE BUDGET OFFICE WV STATE BUDGET OFFICE 1900 KANAWHA BLVD BLDG 1 RM W310 CHARLESTON, WV 25305 (304) 558-0040	Standard Delivery

Product	Unit Price	Qty	Subtotal
CS-WV-Palo Alto Networks PA-52 50 with redundant AC power sup plies	\$67,200.00	2	\$134,400.00
CS-WV-SFP+ form factor, SR 10G b optical transceiver, short r each 300m, OM3 MMF, duplex LC, IEEE 802.3ae 10GBASE-SR compl	\$1,050.00	8	\$8,400.00
CS-WV-DNS Security subscriptio n for			

device in an HA pair year 1, PA-5250	\$8,941.39	2	\$17,882.78
CS-WV-Threat prevention subscription for device in an HA pair year 1, PA-5250	\$8,941.39	2	\$17,882.78
CS-WV-PANDB URL filtering subscription for device in an HA pair year 1, PA-5250	\$8,941.39	2	\$17,882.78
CS-WV-For US Government accounts only. Premium support year 1, PA-5250	\$19,995.59	2	\$39,991.18
CS-WV-Palo Alto Networks PA-5200 4 post rack mount kit.	\$104.49	2	\$208.98
CS-WV-Palo Alto Networks Migration Bundle - includes up to 500 total rules migrated with a maximum of 100 NAT rules migr	\$33,531.50	1	\$33,531.50

Subtotal:	\$270,180.00
Shipping:	\$0.00
Estimated Tax:	\$18,912.59
<hr/>	
Total:	\$289,092.59

Special lease pricing may be available for qualified customers and offers. Please contact your DFS Sales Representative for details.

Shipping Group Details

Shipping To

STATE BUDGET OFFICE
 WV STATE BUDGET OFFICE
 1900 KANAWHA BLVD
 BLDG 1 RM W310
 CHARLESTON, WV 25305
 (304) 558-0040

Shipping Method

Standard Delivery

CS-WV-Palo Alto Networks PA-52 50 with redundant AC power sup plies	\$67,200.00	Qty 2	Subtotal \$134,400.00
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Estimated delivery if purchased today:
 Jan. 31, 2020
 Contract # 99agz
 Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-Palo Alto Networks PA-52 50 with redundant AC power sup plies	AA928461	-	2	-

CS-WV-SFP+ form factor, SR 10G b optical transceiver, short r each 300m, OM3 MMF, duplex LC, IEEE 802.3ae 10GBASE-SR compl	\$1,050.00	Qty 8	Subtotal \$8,400.00
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Estimated delivery if purchased today:
 Jan. 31, 2020
 Contract # 99agz
 Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-SFP+ form factor, SR 10G b optical transceiver, short r each 300m, OM3 MMF, duplex LC, IEEE 802.3ae 10GBASE-SR compl	AA928462	-	8	-

CS-WV-DNS Security subscriptio n for device in an HA pair yea r 1, PA-5250	\$8,941.39	Qty 2	Subtotal \$17,882.78
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Estimated delivery if purchased today:
 Jan. 31, 2020
 Contract # 99agz
 Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-DNS Security subscriptio n for device in an HA pair yea r 1, PA-5250	AA928463	-	2	-

CS-WV-Threat prevention subscr iption for device in an HA pai r year 1, PA-5250	\$8,941.39	Qty 2	Subtotal \$17,882.78
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Estimated delivery if purchased today:
 Jan. 31, 2020
 Contract # 99agz
 Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-Threat prevention subscr iption for device in an HA pai r year 1, PA-5250	AA928464	-	2	-

CS-WV-PANDB URL filtering subs cription for device in an HA p air year 1, PA-5250	\$8,941.39	Qty 2	Subtotal \$17,882.78
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Estimated delivery if purchased today:
 Jan. 31, 2020
 Contract # 99agz
 Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
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CS-WV-PANDB URL filtering subscription for device in an HA pair year 1, PA-5250	AA928465	-	2	-
			Qty	Subtotal
CS-WV-For US Government accounts only. Premium support year 1, PA-5250		\$19,995.59	2	\$39,991.18

Estimated delivery if purchased today:
Jan. 31, 2020
Contract # 99agz
Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-For US Government accounts only. Premium support year 1, PA-5250	AA928466	-	2	-
			Qty	Subtotal
CS-WV-Palo Alto Networks PA-52 00 4 post rack mount kit.		\$104.49	2	\$208.98

Estimated delivery if purchased today:
Jan. 31, 2020
Contract # 99agz
Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-Palo Alto Networks PA-52 00 4 post rack mount kit.	AA928467	-	2	-
			Qty	Subtotal
CS-WV-Palo Alto Networks Migration Bundle - includes up to 500 total rules migrated with a maximum of 100 NAT rules migr		\$33,531.50	1	\$33,531.50

Estimated delivery if purchased today:
Jan. 31, 2020
Contract # 99agz
Customer Agreement # MHEC-07012015

Description	SKU	Unit Price	Qty	Subtotal
CS-WV-Palo Alto Networks Migration Bundle - includes up to 500 total rules migrated with a maximum of 100 NAT rules migr	AA936530	-	1	-

Subtotal:	\$270,180.00
Shipping:	\$0.00
Estimated Tax:	\$18,912.59
Total:	\$289,092.59

Important Notes

Terms of Sale

This Quote will, if Customer issues a purchase order for the quoted items that is accepted by Supplier, constitute a contract between the entity issuing this Quote ("Supplier") and the entity to whom this Quote was issued ("Customer"). Unless otherwise stated herein, pricing is valid for thirty days from the date of this Quote. All product, pricing and other information is based on the latest information available and is subject to change. Supplier reserves the right to cancel this Quote and Customer purchase orders arising from pricing errors. Taxes and/or freight charges listed on this Quote are only estimates. The final amounts shall be stated on the relevant invoice. Additional freight charges will be applied if Customer requests expedited shipping. Please indicate any tax exemption status on your purchase order and send your tax exemption certificate to Tax_Department@dell.com or ARSalesTax@emc.com, as applicable.

Governing Terms: This Quote is subject to: (a) a separate written agreement between Customer or Customer's affiliate and Supplier or a Supplier's affiliate to the extent that it expressly applies to the products and/or services in this Quote or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at <http://www.dell.com/terms> or www.dell.com/oemterms); and (b) the terms referenced herein (collectively, the "Governing Terms"). Different Governing Terms may apply to different products and services on this Quote. The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Supplier.

Supplier Software Licenses and Services Descriptions: Customer's use of any Supplier software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on www.Dell.com/eula. Descriptions and terms for Supplier-branded standard services are stated at www.dell.com/servicecontracts/global or for certain infrastructure products at www.dellemc.com/en-us/customer-services/product-warranty-and-service-descriptions.htm

Offer-Specific, Third Party and Program Specific Terms: Customer's use of third-party software is subject to the license terms that accompany the software. Certain Supplier-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on www.dell.com/offeringspecificterms.

In case of Resale only: Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the end-user and provide written evidence of doing so upon receipt of request from Supplier.

In case of Financing only: If Customer intends to enter into a financing arrangement ("Financing Agreement") for the products and/or services on this Quote with Dell Financial Services LLC or other funding source pre-approved by Supplier ("FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use (and Customer's resale of and the end-user's use) of these items in the order is subject to the applicable governing agreement between Customer and Supplier, except that title shall transfer from Supplier to FS instead of to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier.

Customer represents that this transaction does not involve: (a) use of U.S. Government funds; (b) use by or resale to the U.S. Government; or (c) maintenance and support of the product(s) listed in this document within classified spaces. Customer further represents that this transaction does not require Supplier's compliance with any statute, regulation or information technology standard applicable to a U.S. Government procurement.

For certain products shipped to end users in California, a State Environmental Fee will be applied to Customer's invoice. Supplier encourages customers to dispose of electronic equipment properly.

Electronically linked terms and descriptions are available in hard copy upon request.

^Dell Business Credit (DBC):

OFFER VARIES BY CREDITWORTHINESS AS DETERMINED BY LENDER. Offered by WebBank to Small and Medium Business customers with approved credit. Taxes, shipping and other charges are extra and vary. Minimum monthly payments are the greater of \$15 or 3% of account balance. Dell Business Credit is not offered to government or public entities, or business entities located and organized outside of the United States.

Purchasing Affidavit

The Purchasing Affidavit can be found following this page.

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Dell Marketing L.P.

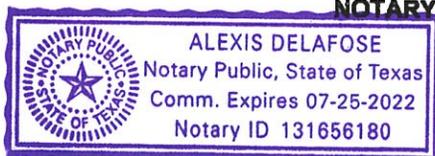
Authorized Signature: *Tracey Becker* Date: 12/09/19
State of Texas

County of Williamson, to-wit:

Taken, subscribed, and sworn to before me this 9 day of December, 2019.

My Commission expires July 25th, 2022.

AFFIX SEAL HERE



NOTARY PUBLIC

Alexis Delafosse

Purchasing Affidavit (Revised 01/19/2018)

Contractual Information

We are Dell Technologies, providing pricing under subsidiary Dell Marketing L.P. for the 10 Gig Capable Firewall Security proposed.

Terms & Conditions

Dell's receipt of an Award or Purchase Order for the 10 Gig Capable Firewall Security RFP from the State of West Virginia and subsequent performance in relation to this response shall be governed by and understood to indicate the State of West Virginia's acceptance of the Contract MHEC-07012015 (Dell contract code 99AGZ) between Dell Marketing L.P. and Midwestern Higher Education Compact (MHEC). Any terms in 10 Gig Capable Firewall Security RFP or on a resulting Purchase Order from the State of West Virginia to Dell shall not be applicable. If the State of West Virginia is unable to leverage the MHEC contract, Dell agrees to negotiate in good faith mutually beneficial terms and conditions.

The Palo Alto products and services included in this bid are considered "Third Party" products and services meaning they are not manufactured, created, licensed, performed, or branded by Dell Marketing L.P. The products and services are governed by the Third-Party manufacturer's standard end-user terms, including warranty, indemnification, and technical support and maintenance terms and conditions. If the State of West Virginia has an applicable separate negotiated agreement with the Third-Party manufacturer for the products and services, then that negotiated agreement will govern. Any software included with the products may come with its own license terms such as a: (a) "click-to-accept" agreement included as part of the installation or download process; (b) "shrink-wrap" agreement included in the product packaging; or (c) a notice indicating that by installing or using a product or component, the related license terms apply. These license terms shall govern use of Third-Party software unless the State of West Virginia has an applicable separate negotiated agreement with the software licensor.

All liability relating to the quality or function of the products and services provided hereunder will be the sole responsibility of the Third-Party manufacturer and not Dell. Any such complaints or issues will be directed solely to the Third-Party manufacturer and not Dell, and will not affect the Customer's obligation to provide payment to Dell under the terms of the agreement.

Pricing, if included, may be subject to change in the event of an industry wide material constraint or shortages, including but not limited to memory, or other manufacturing materials or components, or due to other factors beyond Dell Technologies' reasonable control.