

From: **Whittaker, Frank M** <frank.m.whittaker@wv.gov>
Date: Fri, Dec 12, 2025 at 9:23 AM
Subject: Emergency request
To: Derrick K Day <derrick.k.day@wv.gov>
Cc: Joshua I Tinnel <Joshua.I.Tinnel@wv.gov>, Alisha S Pettit <alisha.s.pettit@wv.gov>, Greg Clay <gregory.c.clay@wv.gov>, Toby L Welch <toby.l.welch@wv.gov>

Derrick,

Your emergency request for Executive Branch network security is approved. This approval is not an approval for any particular product or service. Please follow all emergency procedures outlined in the Purchasing Division Procedures Handbook and return the fully executed contract and associated documentation to this office within 30 days of this approval for public posting,

Thank you,

Frank

--

Frank Whittaker
Assistant Director
Purchasing Division
304-558-2316 | Frank.M.Whittaker@wv.gov
2019 Washington St. E., Charleston, WV 25305





STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
OFFICE OF TECHNOLOGY

State Capitol
Charleston, West Virginia 25305

Eric L. Householder
Cabinet Secretary

APPROVED
BY: JW DATE: 12/11/25

Heather D. Abbott
Chief Information
Officer

TO: Toby Welch
Senior Buyer, Purchasing Division

FROM: Derrick Day *EP*
Procurement Manager, West Virginia Office of Technology

SUBJECT: Emergency Contract for SentinelOne Services

DATE: December 8, 2025

The West Virginia Office of Technology (WVOT) is requesting a one-year emergency contract for the continuation of services offered with SentinelOne. This emergency contract is necessary to ensure no disruption of network security for the Executive Branch agencies.

The WVOT is requesting the Emergency be awarded to SentinelOne, as no other vendor can provide the uninterrupted services of the SentinelOne Complete Protection Platform. Because transitioning takes considerable time, no third-party solution is feasible either. If the State were to award to a company other than SentinelOne, the State would have to transition to this third party exposing the Executive Branch agencies to potential security risks. The current contract is CPO OOT25*05. The reason we are asking for an emergency and time is limited is this contract ends Jan 5, 2026. Security had a different plan scheduled to take over for this contract, but found out at approximately Nov 20 that the server hardware was not capable of handling their planned change. So we had to adjust plan to use SentinelOne for another year while they planned the needed changes.

Because of the foregoing reasons, the WVOT is requesting a one-year Emergency Contract, January 5, 2026 through January 4 2027, for the Complete Protection Platform licenses with SentinelOne for continuity of services. The total cost for these licenses is \$431,513.60.

Please let me know if you need anything further to support this request.



ERIC L. HOUSEHOLDER
CABINET SECRETARY

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION

SAMANTHA WILLIS
PURCHASING
DIRECTOR

To: All State Agencies Under Purchasing Division
From: Samantha Willis, Director & General Counsel
WV Purchasing
Date: January 23, 2025
Re: \$100,000 Spending Requests

MEMORANDUM

Pursuant to Executive Order 4-25, signed into effect by Governor Morrisey on January 14th, 2025, all expenditures over \$100,000 must be reviewed by the Governor's Office in advance. Any solicitations, purchase orders, or other contracts currently in the possession of the Purchasing Division, which are estimated to cost over \$100,000 are being placed on hold for review. Our Division is providing documentation of those to the Governor's Office for review.

Any new requisitions valued over \$100,000 that are received by the Purchasing Division, must have a copy of this memorandum and accompanying signatures to process as usual. If there is no evidence of Governor's Office review or approval, your requisition will be returned to seek that approval.

Thank you all for your hard work, and please feel free to reach out with any questions on our end; if you have questions about the procedure for seeking the necessary approvals internally, I would recommend reaching out to your Cabinet Secretaries and/or your Department's Governor's Office liaison.

The Accompanying Request has been reviewed and approved by the following:



Agency Head



Cabinet Secretary/Department Head

12-11-2025

Date

12/11/25

Date

Governor's Office Representative

Date

QUOTE

Created Date: 5/21/2025
Expiration Date: 6/22/2026

Next Generation
End Point Protection



SentinelOne Inc.
444 Castro Street Suite 400
Mountain View, California 94041
United States
Phone: (855) 868-3733

Opportunity Type: Renewal
Quote Type: Carahsoft
Quote: Q-364013-1
Quote Owner: Ashley Snyder
Quote Owner Email: ashley.snyder@sentinelone.com

Currency: USD
Billing Frequency: Prepaid In Full
Payment Terms: Net 30

End User:

State of West Virginia
1900 Kanawha Blvd E
BLDG 5, 10th Floor
Charleston, West Virginia 25305
United States

PRODUCT CODE	DESCRIPTION	DATES	QUANTITY	TERM (MONTHS)	LINE TYPE	ANNUAL LIST PRICE	DISC	ANNUAL UNIT PRICE	TERM UNIT PRICE	AMOUNT
PF-PLT-FF-T1-S	Singularity Platform. Access to the Singularity Platform which includes up to 10 GB of Data Ingest Per Day.	Jan 6,2026 - Jan 5,2027	1	12	Renewal	\$1,600.00	FREE	\$0.00	\$0.00	\$0.00
S1-CMPAI-EN-T7-S	Singularity Complete (Per Workstation). EPP + EDR, with NGAV (AI), Rogues IoT, Firewall Control, Device Control, Remote Shell, EDR Hunting and Investigation and up to 100 concurrent STAR Rules, Annual Purple Query, Standard Support Plan	Jan 6,2026 - Jan 5,2027	21,500	12	Renewal	\$45.90	78%	\$10.10	\$10.10	\$217,150.00
PES-ATCV-FF-T1-S	Premium Support (Flat Fee). Premium Support includes 24x7 Support, e-mail/web/phone channels	Jan 6,2026 - Jan 5,2027	1	12	Upsell	\$88,910.77	0	\$46,233.60	\$46,233.60	\$46,233.60

Quote: Q-364013-1

Next Generation Endpoint Protection ©2022 SentinelOne Inc. www.sentinelone.com

PRODUCT CODE	DESCRIPTION	DATES	QUANTITY	TERM (MONTHS)	LINE TYPE	ANNUAL LIST PRICE	DISC	ANNUAL UNIT PRICE	TERM UNIT PRICE	AMOUNT
TR-S1U-NU-T3-S	SentinelOne University Premium training (Per Named User). Access to S1U Premium, including hands-on lab based training, certifications, badges, and weekly webinars.	Jan 6,2026 - Jan 5,2027	30	12	Upsell	\$360.00	FREE	\$0.00	\$0.00	\$0.00
SS-WAT-ND-T7-S	Wayfinder Threat Hunting (Per Endpoint). Threat hunting service consisting of always-on IOC-based detections, powered by Google Threat Intelligence, curated by S1 experts	Jan 6,2026 - Jan 5,2027	21,500	12	Upsell	\$9.54	59.96%	\$3.82	\$3.82	\$82,130.00
PR-AIAST-ND-T1-S	Purple AI SOC Analyst (Per Endpoint). Purple AI security assistant for intuitive threat hunting and accelerated investigations.	Jan 6,2026 - Jan 5,2027	21,500	12	Upsell	\$20.00	80%	\$4.00	\$4.00	\$86,000.00

Grand Total: \$431,513.60

Terms & Conditions

This Quote is provided by SentinelOne, Inc. ("SentinelOne") to the Distributor referenced above and is subject to the Distributor Agreement between SentinelOne and Distributor (the "Agreement"). Capitalized terms used but not defined herein shall have the meaning ascribed to them in the Agreement.

The Quote is issued for the benefit of the above-named Customer for the purchase of the SentinelOne Solutions and/or the Other SentinelOne Services and Products, subject to the applicable Terms of Service ("Terms"), as set forth herein.

Start and end dates shall be binding only if they are listed as a "Required Start Date" in the Purchase Order. Otherwise, the start and end dates shown on the line item(s) are non-binding estimates subject to change and the start and end dates will be based on the actual fulfillment date(s) of the relevant Product(s) and/or Service(s).

Distributor's quote shall make Customer's purchase of the Solutions subject the Terms and incorporate, as applicable, a reference to:

- the cooperative contract vehicle that incorporates the Terms;
- the Terms located at <https://www.sentinelone.com/legal/terms-of-service-public-sector-non-gsa/>; or
- the negotiated Terms (or their equivalent) executed directly between SentinelOne and Customer including agreement name and execution date.

If Distributor sells directly to the Customer, such Customer's authorized representative shall accept the applicable Terms by incorporating them into its PO to the Distributor.

If Distributor sells through a Reseller, such Reseller shall confirm Customer's acceptance of the applicable Terms by incorporating within its PO to Distributor the Terms that Customer accepted in its PO to Reseller.

Notwithstanding the forgoing, when SentinelOne issues a quote to Distributor for the benefit of a customer with an ACV value less than \$100,000, Distributor shall incorporate in its PO to SentinelOne the applicable SentinelOne quote number and

the Distributor quote number. For the avoidance of doubt, Distributor's quote shall state that the Customer's purchase of SentinelOne products is subject to the Terms or its equivalent and incorporate a hyperlink to or copy of such Terms.

In the case of a conflict between the Terms and any additional obligations set forth in a Distributor PO, Reseller PO or Customer PO, the Terms shall prevail unless otherwise agreed in writing by SentinelOne.

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Welch, Toby L <toby.l.welch@wv.gov>

Emergency Contract for SentinelOne

3 messages

Day, Derrick K <derrick.k.day@wv.gov>
To: Toby L Welch <toby.l.welch@wv.gov>
Cc: Joshua I Tinnel <Joshua.I.Tinnel@wv.gov>

Thu, Dec 11, 2025 at 1:43 PM

Toby,

WVOT is requesting an emergency contract for SentinelOne for our Security department. I have attached an emergency request memo and the Cabinet Secretary's 100K approval memo.

Please let me know if you have any other items to proceed.

Thank You
Derrick

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Derrick Day
Procurement Manager
304-553-8765

 **SentinelOne Emergency Contract Memo.pdf**
105K

Welch, Toby L <toby.l.welch@wv.gov>
To: "Day, Derrick K" <derrick.k.day@wv.gov>
Cc: Joshua I Tinnel <Joshua.I.Tinnel@wv.gov>

Thu, Dec 11, 2025 at 1:52 PM

Derrick,
I have been asked to see why we can't publish this for the 10 days? It would also be helpful to know what contract this was associated with and any quote you would have.

thanks

Toby L Welch

Senior Buyer
Purchasing Division
304-558-8802 | Toby.L.Welch@wv.gov
2019 Washington St. E., Charleston, WV 25305



[Quoted text hidden]

Day, Derrick K <derrick.k.day@wv.gov>
To: "Welch, Toby L" <toby.l.welch@wv.gov>
Cc: Joshua I Tinnel <Joshua.I.Tinnel@wv.gov>

Thu, Dec 11, 2025 at 2:01 PM

Toby,

The contract is CPO OOT25*05. The reason we are asking for an emergency and time is limited is this contract ends Jan 5, 2026. Security had a different plan scheduled to take over for this contract, but found out at a late date that the server hardware was not capable of handling their planned change. So we had to come back to SentinelOne for another year while they planned the needed changes. Also this year is approx 200K cheaper than last year FYI.

The quote is attached, please let me know if you need any further information.

Thanks

Derrick

[Quoted text hidden]



State of WV - EDR Renewal Quote.pdf

48K