



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

# State of West Virginia Master Agreement

Order Date: 01-24-2024

CORRECT ORDER NUMBER MUST  
 APPEAR ON ALL PACKAGES, INVOICES,  
 AND SHIPPING PAPERS. QUESTIONS  
 CONCERNING THIS ORDER SHOULD BE  
 DIRECTED TO THE DEPARTMENT  
 CONTACT.

|                              |   |                                 |  |
|------------------------------|---|---------------------------------|--|
| <b>Order Number:</b>         | CMA 0210 4429 ISC2300000002 2                   | <b>Procurement Folder:</b>      | 1104946  |
| <b>Document Name:</b>        | CO1: SentinelOne Ranger Pro, or Equal (OT24062) | <b>Reason for Modification:</b> | Change Order 1 is issued to renew contract for one (1) year. |
| <b>Document Description:</b> | CO1: SentinelOne Ranger Pro, or Equal (OT24062) |                                 |  |
| <b>Procurement Type:</b>     | Central Master Agreement                        |                                 |  |
| <b>Buyer Name:</b>           |   |                                 |  |
| <b>Telephone:</b>            |   |                                 |  |
| <b>Email:</b>                |   |                                 |  |
| <b>Shipping Method:</b>      | Best Way  | <b>Effective Start Date:</b>    | 2022-11-21   |
| <b>Free on Board:</b>        | FOB Dest, Freight Prepaid                       | <b>Effective End Date:</b>      | 2024-11-20   |

| VENDOR  |   | DEPARTMENT CONTACT  |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
|---|---|---|----------------------|---------------------|------------------|---------------------|---------------|----|----|--------|---|----|----|--|--|----|----|--|--|----|----|--|--|
| <b>Vendor Customer Code:</b>                    | VS0000039263  | <b>Requestor Name:</b>  | Andrew C Lore        |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| GUIDEPOINT SECURITY LLC<br>2201 Cooperative Way |   | <b>Requestor Phone:</b>   | 304-352-4944         |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| Herndon VA 20171<br>US                          |   | <b>Requestor Email:</b>   | andrew.c.lore@wv.gov |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| <b>Vendor Contact Phone:</b>                    | 8778890132 Extension:   | <div style="font-size: 48pt; font-weight: bold;">24</div> <div style="font-weight: bold;">FILE LOCATION _____</div> |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| <b>Discount Details:</b>                        |   |   |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
|   | <table border="1"> <thead> <tr> <th></th> <th>Discount Allowed</th> <th>Discount Percentage</th> <th>Discount Days</th> </tr> </thead> <tbody> <tr> <td>#1</td> <td>No</td> <td>0.0000</td> <td>0</td> </tr> <tr> <td>#2</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#3</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#4</td> <td>No</td> <td></td> <td></td> </tr> </tbody> </table> |   |                      |                     | Discount Allowed | Discount Percentage | Discount Days | #1 | No | 0.0000 | 0 | #2 | No |  |  | #3 | No |  |  | #4 | No |  |  |
|   | Discount Allowed  |   |                      | Discount Percentage | Discount Days    |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| #1  | No  |   |                      | 0.0000              | 0                |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| #2  | No  |   |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| #3  | No  |   |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
| #4  | No  |   |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
|   |   |   |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |
|   |   |   |                      |                     |                  |                     |               |    |    |        |   |    |    |  |  |    |    |  |  |    |    |  |  |

| INVOICE TO  | SHIP TO   |
|---|---|
| DEPARTMENT OF ADMINISTRATION<br>OFFICE OF TECHNOLOGY<br>1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR<br>CHARLESTON WV 25305<br>US | WV OFFICE OF TECHNOLOGY<br>BLDG 5, 10TH FLOOR<br>1900 KANAWHA BLVD E<br>CHARLESTON WV 25305<br>US |

1-2024 GC

Purchasing Division's File Copy

|                            |          |
|----------------------------|----------|
| <b>Total Order Amount:</b> | Open End |
|----------------------------|----------|

TW 1/25/24  
**PURCHASING DIVISION AUTHORIZATION**  
 DATE: *M. A. [Signature]* 01/29/2024  
 ELECTRONIC SIGNATURE ON FILE

**ATTORNEY GENERAL APPROVAL AS TO FORM**  
 DATE: *John S. Gray [Signature]*  
 ELECTRONIC SIGNATURE ON FILE

**ENCUMBRANCE CERTIFICATION**  
 DATE: *[Signature]* 1-31-24  
 ELECTRONIC SIGNATURE ON FILE

1/30/2024

**Extended Description:**

Change Order 1

Change Order 1 is issued to renew the contract for one (1) year according to all pricing, terms and conditions, and specifications contained in the Original Contract and subsequent Change Orders not modified herein.

Effective Dates: November 21, 2023 - November 20, 2024

Renewals Remaining: 2

| Line | Commodity Code      | Manufacturer      | Model No | Unit                           | Unit Price |
|------|---------------------|-------------------|----------|--------------------------------|------------|
| 1    | 43230000            |                   |          | EA                             | 8.950000   |
|      | <b>Service From</b> | <b>Service To</b> |          | <b>Service Contract Amount</b> |            |
|      |                     |                   |          | 0.00                           |            |

**Commodity Line Description:** SentinelOne Ranger Pro, or equal, for 20,000 devices

**Extended Description:**

SentinelOne Ranger Pro, or equal

| Line | Commodity Code      | Manufacturer      | Model No | Unit                           | Unit Price |
|------|---------------------|-------------------|----------|--------------------------------|------------|
| 2    | 43230000            |                   |          | EA                             | 9.340000   |
|      | <b>Service From</b> | <b>Service To</b> |          | <b>Service Contract Amount</b> |            |
|      |                     |                   |          | 0.00                           |            |

**Commodity Line Description:** SentinelOne Ranger Pro, or equal, for 1,000 devices

**Extended Description:**

SentinelOne Ranger Pro, or equal, for 1,000 devices

| Line | Commodity Code      | Manufacturer      | Model No | Unit                           | Unit Price |
|------|---------------------|-------------------|----------|--------------------------------|------------|
| 3    | 43230000            |                   |          | EA                             | 8.950000   |
|      | <b>Service From</b> | <b>Service To</b> |          | <b>Service Contract Amount</b> |            |
|      |                     |                   |          | 0.00                           |            |

**Commodity Line Description:** SentinelOne Ranger Pro, or equal, for 20,000 devices - YR2

**Extended Description:**

SentinelOne Ranger Pro, or equal

| Line | Commodity Code      | Manufacturer      | Model No | Unit                           | Unit Price |
|------|---------------------|-------------------|----------|--------------------------------|------------|
| 4    | 43230000            |                   |          | EA                             | 9.340000   |
|      | <b>Service From</b> | <b>Service To</b> |          | <b>Service Contract Amount</b> |            |
|      |                     |                   |          | 0.00                           |            |

**Commodity Line Description:** SentinelOne Ranger Pro, or equal, for 1,000 devices - YR2

**Extended Description:**

SentinelOne Ranger Pro, or equal, for 1,000 devices



STATE OF WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
OFFICE OF TECHNOLOGY  
State Capitol  
Charleston, West Virginia 25305

Mark D. Scott  
Cabinet Secretary

Heather Abbott  
Chief Information Officer

November 8, 2023

Michael Volk  
Guidepoint Security  
[Michael.volk@guidepointsecurity.com](mailto:Michael.volk@guidepointsecurity.com)

Subject: Renewal of agreement CMA ISC23\*02, Sentinel One Renewal

Dear Mr./Ms. Volk:

Provisions were included, in the original contract documents, to renew subject contract under the same terms, conditions and pricing. The renewal dates are November 21, 2023, through November 20, 2024. If your company agrees to this renewal, please sign below and return to my attention as soon as possible.

Please contact me if you have any questions.

Sincerely,

Andrew Lore  
IT Procurement & Business Services Manager/ISMIII  
1900 Kanawha Blvd. E., Bldg. 5, 10<sup>th</sup> Floor  
Charleston, WV 25305

Attachment

Our company agrees to renew the contract for the period as stated above under the same terms, conditions and pricing as in the original purchase order and any change orders thereto.

Michael Volk

DocuSigned by:  
*Michael Volk*  
B7G4B838956749D...

1/17/2024

Name/Signature

Date



STATE OF WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
OFFICE OF TECHNOLOGY

State Capitol  
Charleston, West Virginia 25305

Mark D. Scott  
Cabinet Secretary

Heather Abbott  
Chief Information Officer

APPROVED  
H. Abbott  
1/29/24

**TO:** Toby Welch  
Senior Buyer, Purchasing Division

**FROM:** Andrew Lore *AL*  
IT Procurement & Business Services Manager/ISMIII, West Virginia Office of  
Technology

**SUBJECT:** CMA ISC23\*02 Change Order 1 – Sentinel One Renewal

**DATE:** January 24, 2024

The WVOT is requesting the above Change Order to renew the subject contract under the same pricing, terms and conditions, and specification contained in the Original Contract and subsequent Change Orders not modified herein. The WVOT recognizes this renewal is late; however, the Vendor did not return the required paperwork for two months.

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

# COMPLIANCE VERIFICATION CHECKLIST FOR REQUISITION SUBMISSION

|   |  |
|---|--|
| <i>Purchasing Division Use:</i><br>Buyer: <u>TV-09</u> Date: <u>1/25/24</u> | Agency:<br>WVOT  |
| Solicitation No. <u>CMA ISC23*002</u>                                       | Procurement Officer Submitting Requisition:<br>Andrew Lore |
|   | Requisition No.<br>CMA ISC23*02 Change Order 1             |
|   | PF No.:<br>1104946   |

This checklist **MUST** be completed by a state agency's designated procurement officer and submitted with the Purchase Requisition to the Purchasing Division. The purpose of the checklist is to verify that an agency procurement officer has obtained and included required documentation necessary for the Purchasing Division to process the requisition without future processing disruptions. At the agency's preference, the agency **MUST** either submit the checklist by attaching it to the requisition's Header **OR** by placing it in the requisition's Procurement Folder.

## FOR ALL SOLICITATION TYPES:

|   | Compliance Check Type  | Required                            | Provided, if Required    | Not Required             | Purch. Div. Confirmation |
|---|--|-------------------------------------|--------------------------|--------------------------|--------------------------|
| 1 | Specifications and Pricing Page included   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 | Use of correct specification template  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 | Use of correct requisition type<br>[CRQS → CCT or CPO] or [CRQM → CMA]   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4 | Use of most current terms and conditions<br>( <a href="http://www.state.wv.us/admin/purchase/TCP.pdf">www.state.wv.us/admin/purchase/TCP.pdf</a> ) | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5 | Maximum budgeted amount in wvOASIS   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 6 | Suggested vendors in wvOASIS   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 7 | Capitol Building Commission pre-approval   | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 8 | Financing (Governor's Office) pre-approval   | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 9 | Fleet Management Division pre-approval   | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

|           | Compliance Check Type                      | Required                 | Provided, if Required    | Not Required             | Purch. Div. Confirmation |
|-----------|--|--------------------------|--------------------------|--------------------------|--------------------------|
| <b>10</b> | Insurance requirements                     |                          |                          |                          |                          |
|           | Commercial General Liability               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|           | Automobile Liability                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|           | Workers' Compensation/Employer's Liability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|           | Cyber Liability                            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|           | Builder's Risk/Installation Floater        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|           | Professional Liability                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|           | Other (specify)                            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>11</b> | Office of Technology CIO pre-approval      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>12</b> | Treasurer's Office (banking) pre-approval  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**FOR CHANGE ORDERS/RENEWALS:**

|          |  |                                     |                                     |                                     |                                     |
|----------|--|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <b>1</b> | Two-party agreement                                | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| <b>2</b> | Standard change order language                     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| <b>3</b> | Office of Technology CIO approval                  | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| <b>4</b> | Justification for price increases/backdating/other | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| <b>5</b> | Bond Rider (Construction)                          | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| <b>6</b> | Secretary of State Verification                    | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| <b>7</b> | State debarment verification                       | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| <b>8</b> | Federal debarment verification                     | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |

*\*The items pre-checked are required before a Purchase Requisition may be submitted to the Purchasing Division. Failure to complete and verify this documentation may result in rejection of the requisition back to the agency. It is up to the agency procurement officer to determine if pre-approvals, insurance, or other documentation is needed for the purchase. The referenced information below may be used to make this determination.*

*For Purchasing Division Use Only:*

I have reviewed the requisition identified above and find that it is sufficient to advertise publicly to the vendor community. My review does not preclude the possibility that the vendor community, or some other entity, will identify an area of concern; however, should such issues or concerns arise, they will be reviewed and addressed as may be appropriate.

Signature: \_\_\_\_\_

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### Business Organization Detail

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### GUIDEPOINT SECURITY LLC

| Organization Information        |                |                  |             |         |        |          |                  |                    |
|---------------------------------|----------------|------------------|-------------|---------|--------|----------|------------------|--------------------|
| Org Type                        | Effective Date | Established Date | Filing Date | Charter | Class  | Sec Type | Termination Date | Termination Reason |
| LLC   Limited Liability Company | 2/14/2014      |                  | 2/14/2014   | Foreign | Profit |          |                  |                    |

| Organization Information  |  |                       |                       |
|---------------------------|--|-----------------------|-----------------------|
| <b>Business Purpose</b>   | 5415 - Professional, Scientific and Technical Servies - Professional, Scientific and Technical Servies - Computer Systems Design and Related Services (design, programming, facilities mgmt) |                       | <b>Capital Stock</b>  |
| <b>Charter County</b>     |  |                       | <b>Control Number</b> |
| <b>Charter State</b>      | VA   | <b>Excess Acres</b>   |                       |
| <b>At Will Term</b>       | A  | <b>Member Managed</b> | MBR                   |
| <b>At Will Term Years</b> | <b>Par Value</b>   |                       |                       |
| <b>Authorized Shares</b>  | <b>Young Entrepreneur</b>  |                       | Not Specified         |

| <b>Addresses</b>                 |  |
|----------------------------------|--|
| <b>Type</b>                      | <b>Address</b>   |
| <b>Designated Office Address</b> | 2201 COOPERATIVE WAY<br>SUITE 225<br>HERNDON, VA, 20171                            |
| <b>Mailing Address</b>           | 2201 COOPERATIVE WAY<br>SUITE 225<br>HERNDON, VA, 20171<br>USA                     |
| <b>Notice of Process Address</b> | CORPORATION SERVICE COMPANY<br>209 WEST WASHINGTON STREET<br>CHARLESTON, WV, 25302 |
| <b>Principal Office Address</b>  | 2201 COOPERATIVE WAY<br>SUITE 225<br>HERNDON, VA, 20171<br>USA                     |
| <b>Type</b>                      | <b>Address</b>   |

| <b>Officers</b> |   |
|-----------------|---|
| <b>Type</b>     | <b>Name/Address</b>   |
| <b>Member</b>   | MICHAEL VOLK<br>2201 COOPERATIVE WAY<br>SUITE 225<br>HERNDON, VA, 20171 |
| <b>Member</b>   | CHARLES SHIELDS<br>7 MICHAEL RD<br>HINGHAM, MA, 02043                   |
| <b>Member</b>   | SHERRI HEGLAND<br>267 BERTHOUD TRAIL<br>BROOMFIELD, CO, 80020           |
| <b>Member</b>   | BRYAN ORME<br>2146 LILY POND DRIVE<br>FALLS CHURCH, VA, 22043           |
| <b>Type</b>     | <b>Name/Address</b>   |

| <b>Annual Reports</b> |  |
|-----------------------|--|
| <b>Filed For</b>      |  |
| 2023                  |  |
| 2022                  |  |
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For more information, please contact the Secretary of State's Office at 304-558-8000.

Wednesday, January 24, 2024 — 9:08 AM

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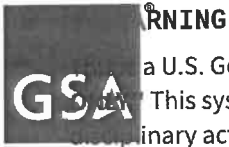
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