



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

State of West Virginia  
**Contract**

Order Date: 04-24-2023

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

Order Number:	CCT 0210 4434 ISC2100000012 4	Procurement Folder:	860410
Document Name:	CO3: 1E Nightwatchman,with Main. & Support (OT23108)	Reason for Modification:	Change Order 3 is Issued to renew contract for one year.
Document Description:	CO3: 1E Nightwatchman,with Main. & Support (OT22108)		
Procurement Type:	Central Contract - Fixed Amt		
Buyer Name:	Toby L Welch		
Telephone:	(304) 558-8802		
Email:	toby.l.welch@wv.gov		
Shipping Method:	Best Way	Effective Start Date:	2021-04-21
Free on Board:	FOB Dest, Freight Prepaid	Effective End Date:	2024-04-20

VENDOR	DEPARTMENT CONTACT																				
Vendor Customer Code: VS0000037863 BUSINESS OPERATIONAL CONCEPTS LLC 3709 MACALPINE RD  ELLICOTT CITY MD 21042 US Vendor Contact Phone: 5712892040 Extension:	Requestor Name: Andrew C Lore Requestor Phone: 304-352-4944 Requestor Email: andrew.c.lore@wv.gov  <div style="text-align: center; font-size: 2em; font-weight: bold;">23</div> FILE LOCATION _____																				
<b>Discount Details:</b> <table border="1" style="width: 100%;"> <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>Not Entered</td> <td></td> <td></td> </tr> <tr> <td>#3</td> <td>Not Entered</td> <td></td> <td></td> </tr> <tr> <td>#4</td> <td>Not Entered</td> <td></td> <td></td> </tr> </tbody> </table>		Discount Allowed	Discount Percentage	Discount Days	#1	No	0.0000	0	#2	Not Entered			#3	Not Entered			#4	Not Entered			
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#1	No	0.0000	0																		
#2	Not Entered																				
#3	Not Entered																				
#4	Not Entered																				

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

4-24-23 BAX

Purchasing Division's File Copy

Total Order Amount:	\$301,750.00
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**ENTERED**

TWW 4/24/23

<b>PURCHASING DIVISION AUTHORIZATION</b>  DATE: <i>Mark A. [Signature]</i> 4/24/2023 ELECTRONIC SIGNATURE ON FILE	<b>ATTORNEY GENERAL APPROVAL AS TO FORM</b>  DATE: <i>John S. Gray [Signature]</i> ELECTRONIC SIGNATURE ON FILE	<b>ENCUMBRANCE CERTIFICATION</b> <i>Beverly Tolson [Signature]</i> DATE: 4-26-2023 ELECTRONIC SIGNATURE ON FILE
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4/26/2023

**Extended Description:**

Change Order 3

Change Order 3 is issued to renew contract for one (1) year according to all terms and conditions, specifications, and pricing contained in the Original Contract and subsequent Change Orders not modified herein.

Effective Dates: 04/21/2023 - 04/20/2024

Renewals Remaining: 1

All provisions of the Original Contract and subsequent Change Orders not modified herein shall remain in full force and effect.

No other changes.

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
1	43230000	1000.00000	EA	12.510000	\$12,510.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

**Commodity Line Description:** 4.1.1 NightWatchman Enterprise Perpetual Licenses True Up

**Extended Description:**

4.1.1. 1,000 NightWatchman Enterprise Perpetual Licenses for True Up (L101110-118) or equal software licenses that can be used to provide power management to workstations.

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
2	81112200	1000.00000	EA	2.500000	\$2,500.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

**Commodity Line Description:** 4.1.2 Maintenance and Support for True Up Licenses

**Extended Description:**

4.1.2. 1,000 NightWatchman Enterprise maintenance and support for True Up Licenses (M101117-128) or equal

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
3	43230000	1000.00000	EA	6.230000	\$6,230.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

**Commodity Line Description:** 4.1.3 Nomad Perpetual Licenses for True Up

**Extended Description:**

4.1.3. 1,000 Nomad Perpetual Licenses for True Up (L201110-114) or equal that can be used to provide power management to workstations.

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
4	81112200	1000.00000	EA	1.250000	\$1,250.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

**Commodity Line Description:** 4.1.4 Nomad maintenance and support for True Up

**Extended Description:**

4.1.4. 1,000 Nomad maintenance and support for True Up (M201117-124) or equal

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
5	81112200	20000.00000	EA	1.250000	\$25,000.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

Commodity Line Description: Nomad Maintenance Renewal

**Extended Description:**

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
8	81112200	20000.00000	EA	2.500000	\$50,000.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

Commodity Line Description: 4.2 Maintenance and Support for Existing Licenses

**Extended Description:**

4.2 Maintenance and Support for Existing Licenses

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
9	81112200	0.00000	EA	0.000000	\$0.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

Commodity Line Description: Optional Renewal Year 2 Maintenance

**Extended Description:**

4.1.5. Vendor must include the cost for Optional Renewal Years 2, 3, and 4 maintenance and support for the 1000 licenses.

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
10	81112200	0.00000	EA	0.000000	\$0.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

Commodity Line Description: Maintenance and Support for Existing Licenses - YR2

**Extended Description:**

4.2 Maintenance and Support for Existing Licenses

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
11	81112200	1.00000	EA	100580.000000	\$100,580.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

Commodity Line Description: Optional Year 2 Maintenance and Support

**Extended Description:**

4.2 Maintenance and Support for Existing Licenses

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
12	81112200	1.00000	EA	103680.000000	\$103,680.00
<b>Service From</b>	<b>Service To</b>	<b>Manufacturer</b>		<b>Model No</b>	

Commodity Line Description: Optional Year 3 Maintenance and Support

**Extended Description:**

4.2 Maintenance and Support for Existing Licenses



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

Mark D. Scott  
Cabinet Secretary

Joshua D. Spence  
Chief Information Officer

April 14, 2023

Brian Burroughs  
Business Operational Concepts LLC  
[Brian.Burroughs@boc.us.com](mailto:Brian.Burroughs@boc.us.com)

Subject: CCT ISC21\*12 Change Order 3, 1E Nightwatchman Renewal

Dear Mr./Ms. Burroughs:

Provisions were included, in the original contract documents, to renew subject contract under the same terms, conditions and pricing. The renewal dates are April 21, 2023 through April 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  
304-352-4944

We agree 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.

Tracie L. O'Connell Tracie L. O'Connell  
Name/Signature

04/18/2023  
Date



Lore, Andrew C <andrew.c.lore@wv.gov>

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**RE: Renewal of CCT ISC21\*12 - 1E Nightwatchman**

1 message

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**Darren Banks** <Darren.Banks@boc.us.com>  
To: "Lore, Andrew C" <andrew.c.lore@wv.gov>  
Cc: Brian Burroughs <brian.burroughs@boc.us.com>

Wed, Apr 19, 2023 at 12:42 PM

Good Afternoon Andrew,

It's a pleasure to speak with you again. We can confirm the price for this option year to be \$103,680. Would like an official quote from us reflecting such?

Best Regards,

**Darren D. Banks**

Chief Technology Officer Technical Assistant

Business Operational Concepts

Mobile Phone | 240.602.5590

Email | darren.banks@boc.us.com

Website | [www.boc.us.com](http://www.boc.us.com)

Gold  
**Microsoft Partner**  
Project and Portfolio Management



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**From:** Lore, Andrew C <andrew.c.lore@wv.gov>  
**Sent:** Wednesday, April 19, 2023 9:47 AM  
**To:** Brian Burroughs <brian.burroughs@boc.us.com>  
**Subject:** Re: Renewal of CCT ISC21\*12 - 1E Nightwatchman

Hi, Brian,

Please confirm that the cost for the year is \$103,680.

Andrew Lore

IT Procurement & Business Services Manager/ISMIII



On Tue, Apr 18, 2023 at 4:29 PM Brian Burroughs <brian.burroughs@boc.us.com> wrote:

Good Afternoon,

Attached you will find the signed Vendor Memo Renewal and the Certificate of Insurance.

Thank you,

**Brian M. Burroughs**

Chief Technology Officer

Business Operational Concepts

Mobile Phone | 571.289.2040

Office Phone | 301.359.1721

Email | brian.burroughs@boc.us.com

Website | [www.boc.us.com](http://www.boc.us.com)



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Cloud Platform



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**From:** Lore, Andrew C <andrew.c.lore@wv.gov>  
**Sent:** Friday, April 14, 2023 2:01 PM  
**To:** Brian Burroughs <brian.burroughs@boc.us.com>  
**Subject:** Renewal of CCT ISC21\*12 - 1E Nightwatchman

Good afternoon,

Please see attached. Additionally, we will need an updated Certificate of Insurance with \$1M coverage in Commercial General Liability.

**Andrew Lore**

IT Procurement & Business Services Manager/ISMIII

West Virginia Office of Technology

1900 Kanawha Blvd., E.

Building 5, 10<sup>th</sup> Floor

Charleston, WV 25305

T: 304-352-4944





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OFFICE OF TECHNOLOGY

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Chief Information Officer

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

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

**SUBJECT:** CCT ISC21\*12 Change Order 3 – 1E Nightwatchman Renewal

**DATE:** April 24, 2023

The WVOT is requesting Change Order 3 to CCT ISC21\*12. This Change Order is to renew the contract under the same pricing, terms and conditions, and specifications contained in the Original Contract and subsequent Change Orders. The WVOT recognizes this is slightly late; the request from the Spending Unit was not submitted timely.

Attached are the Vendor's Memo and other relevant documentation.

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