



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

Request for Quotation

RFQ NUMBER
 DEV1208

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 FRANK WHITTAKER
 304-558-2316

VENDOR

RFQ
 TYPE

NaviSite®

NaviSite, Inc.
 400 Minuteman Road
 Andover, Massachusetts 01810

SHIP TO

WV DEVELOPMENT OFFICE
 ADMINISTRATION
 BUILDING 6, ROOM 645
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0311 304-558-0350

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/18/2011				

BID OPENING DATE: 09/13/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-20-99-000		
<p>WEBSITE HOSTING SERVICES</p> <p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY. THE WEST VIRGINIA DEVELOPMENT OFFICE, IS SOLICITING BIDS FROM RESPONSIBLE VENDORS TO HOST THE WWW.WVCOMMERCE.ORG WEBSITE PER THE ATTACHED SPECIFICATIONS.</p> <p>ALL TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO FRANK WHITTAKER IN THE WV PURCHASING DIVISION VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV OR VIA FAX AT 304-558-4115. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 08/31/2011 AT 4:00 PM. ALL TECHNICAL QUESTIONS WILL BE ADDRESSED ADDENDUM AFTER THE DEADLINE.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE</p>						

RECEIVED
 2011 SEP 13 AM 10:31
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE	TELEPHONE	DATE	
TITLE	FIRM	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she 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/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors 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, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will 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 the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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VENDOR	RFQ COPY
	TYPE NAME/ADDRESS HERE

SHIP TO	WV DEVELOPMENT OFFICE
	ADMINISTRATION BUILDING 6, ROOM 645 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0311 304-558-0350

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. 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.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE</p>						

SIGNATURE		TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	

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<p>VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p>						

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
BUYER:				44		
RFQ. NO.:				DEV1208		
BID OPENING DATE:				09/13/2011		
BID OPENING TIME:				1:30 PM		
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						

CONTACT PERSON (PLEASE PRINT CLEARLY):						

***** THIS IS THE END OF RFQ DEV1208 ***** TOTAL:						_____

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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WVCOMMERCE.ORG WEB PLATFORM HOSTING RFQ

INTRODUCTION:

The West Virginia Department of Commerce's Web Platform (www.wvcommerce.org) is the State's primary marketing tool for promoting tourism and development in West Virginia.

The application hosts a set of mission-critical applications for Commerce agencies – including the West Virginia Division of Tourism's extensive travel planner database containing thousands of accommodations and attractions, with separate interfaces to the consumer and the 1-800 Call Center. Supporting the West Virginia Development Office, the application allows the agency to maintain detailed commercial real estate information and statistics keyed to geospatial mapping. www.wvcommerce.org receives approximately 600,000 page views each month, with seasonal volume fluctuations in traffic driven by travel seasons and marketing efforts. The application hosts dozens of targeted landing pages and minisites supporting Commerce's marketing efforts, including TV, print, online, search engine marketing, social marketing and mobile marketing.

BACKGROUND:

The purpose of this RFQ is to identify a managed hosting vendor who will lease and maintain the equipment, services and software listed below for a set monthly fee. We are seeking a one-year contract with the option to renew at the same terms and price for two more years.

Commerce plans to use contract system administration support to establish and maintain the application in the new environment; therefore, only minimal "emergency" system administration support is required from the managed hosting vendor.

The application has been hosted at Rackspace in Austin, Texas, for the past two years, receiving on average a 600,000 page views each month, and growing.

Commerce's Web Platform is a full-featured Web content management system, custom-built in .Net. Technologies in use include:

- Microsoft .NET Framework 3.5, C3, ASP.NET
- Microsoft SQL Server 2008
- Web Technologies, including XHTML, CSS, JavaScript, JQuery, AJAX
- GIS technologies, such as SharpMap, BING, SQL, Server 2008 Spatial Tools
- Microsoft Windows Server 2008 with IIS 7
- Telerick Rad Developer Tools

Commerce foresees deploying our application and databases to the new hosting environment and testing for at least four to six weeks prior to redirecting the URL of our current live servers to the new servers. Commerce maintains a development server and code archive on site – therefore this equipment and services are not included in this RFQ.

DESCRIPTION OF CURRENT HOSTING ENVIRONMENT:

One Webserver:

- Dell PowerEdge 2950 Win2k3 x64 Enterprise with 8 GB of RAM Dual Quad Core 2.5 running RAID 5 on 6 300GB SAS drives. It is a dedicated resource
- Running Win2k3 x64 Enterprise with IIS and fully patched to the current level with no third party applications running.
- Using approx. 500GB of storage

One SQLserver:

- Dell PowerEdge 2950 Win2k3 x64 Enterprise with 16 GB of RAM Dual Quad Core Xeon 2.5 running RAID 5 on 3 300GB SAS drives and a mirror on 2 146GB SAS drives. It is a dedicated resource
- Running Win2k3 x64 Enterprise running SQL 2k8 fully patched to the current level with no third party applications running.
- Using approx. 400GB of storage

There is a Cisco ASA firewall in place, as well as a Cisco Load Balancer.

For calendar year 2011, the average bandwidth usage has been within 4TB data transfer per month for out-bound traffic.

Commerce's current configuration of hardware has our analysis services sharing the SQL server. There are times when we run reports that it slows down the database – and therefore the user experience of the application is negatively impacted. The specifications, below, strive to separate the analysis services onto a separate area; so, running reports does not impact site performance.

SCOPE OF WORK:

Please provide Commerce with one monthly hosting cost that covers the following services, licenses and hardware. Commerce is contracting with a system administrator to perform our set up and installation.

Set up and installation of our application should not be in the hosting Vendor's bid.

1.0 The successful managed hosting provider shall be a Gartner tier leader or challenger:
<http://www.gartner.com/technology/media-products/reprints/att/vol12/article1/article1.htm>

1.1 Managed Hosting Services (Must meet or exceed)

- 24x7x365 Support
- 1 Hour Hardware Replacement Guarantee
- Port Monitoring Service
- Monthly Server Patching and Vulnerability Analysis
- New Hardware Provisioned in 15 Business Days

Bandwidth

- Up to 4 TB Outbound Transfer
- Unlimited Inbound Transfer
- 100 Mbps Connectivity to the Internet, 300 Mbps Aggregate or greater
- Redundancy of four or more Diverse Path Backbone Internet Connections

NEW HOSTING SOLUTION:

Commerce would like to virtualize 3 servers on 2 boxes, using VMware (virtual machines) or the equivalent technology. Please specify VMware with HA. The VMs will sit on physical gear. The following server specs are provided with this strategy in mind.

2.0 Hardware

Commerce has been leasing Dell PowerEdge 2950 III units. We wish to upgrade to Dell's PowerEdge R710 or comparable servers. Dell's PowerEdge R710 (Intel® Xeon® E5503, 2.0 GHz, 4M Cache, 800MHz Max Memory) are designed with 125 percent more memory capacity and more integrated I/O than the previous generation.

Vendor costs should be based on Commerce leasing this equipment. The managed hosting facility must meet or exceed specified equipment, below.

2.1 One Web Server

The GIS Mapping Server and the Mail Server will be installed and configured on the Web server

- Operating System & Software
- Microsoft Windows Server 2008 Standard Edition

Hardware

- Dell's PowerEdge R710 or comparable
- Dual Processor, Quad Core 2.5 GHz Processor
- 24 GB of RAM -- (1x8GB), 1333MHz Dual Ranked RDIMMs for 1 Processor, Optimized
- 2 TB HDD in RAID5
- Windows 2008 Server x64 and IIS
- Redundant Power
- 100 Mbps Connectivity

Standard Drive Partitioning

C:\ - single partition

External Storage Connection(s)

- Private Backup Network Connection
- Dell PowerVault MD3200 Dedicated Storage Unit (shown below)

2.2 One Database Server

Currently, the analysis services are hosted on the database, but this is causing performance issues. This RFQ requires a separate server for analysis.

- Operating System & Software
- Microsoft Windows Server 2008 Enterprise Edition
- Microsoft SQL Server 2008 Standard Edition
- Managed Backup Agent for Microsoft SQL Server (see Managed Backup below)

Hardware

- Dell's PowerEdge R710 or comparable
- Dual Processor, Quad Core 2.5 GHz Processor
- 24 GB of RAM -- (2x8GB), 1333MHz Dual Ranked RDIMMs for 1 Processor, Optimized
- 2 TB HDD in RAID5
- Windows 2008 Server x64 and IIS
- Redundant Power
- 100 Mbps Connectivity

Standard Drive Partitioning

C:\ - single partition

External Storage Connection(s)

- Private Backup Network Connection
- Dell PowerVault MD3200 Dedicated Storage Unit (shown below)

Note: Currently, reporting is taxing on our database server and our log files get too big. Commerce requires a separate virtual server to run our analysis services, apart from our SQL DB. The Vendor may achieve this separation with virtual machines or VMware.

3.0 Other Services to be provided by the Managed Hosting Facility

3.1 One (1) Firewall, Shared

- Hardware
- Cisco ASA 5510 Firewall
- 100 Mbps Throughput
- 130,000 Concurrent Connections
- Stateful packet inspection
- Fully Managed Device, includes 24x7 Monitoring, Rule Changes and 1 Hour Replacement Guarantee

3.2 One (1) Storage Array

- Hardware
- Dell PowerVault MD3200 Dedicated Storage Unit
- 7 x 400 GB 15k Serial Attached SCSI Drive(s), RAID 5 + HS

3.3 Dual Active/Active Storage Controllers

- 512 MB Battery-backed Cache (per controller)
- Redundant Power

3.4 Server & Application Monitoring

- Port Monitoring
- Ping and TCP Port 80
- Additional Ports Monitored (e.g. FTP, SSH, DNS, POP3, MS SQL)
- 5 Minute Polling
- Automated Ticket Creation and Response

3.6 Advanced Availability Monitoring

- URL, FTP and Mail Service Monitoring
- 10 Minute Polling
- Automatic Alert Escalation

3.7 Synthetic Transaction Monitoring

- Scripted Site Walkthrough to Simulate a Typical User Interaction
- 10 Minute Polling
- Automatic Alert Escalation

3.8 Managed Backup

- Setup, Configuration and Monitoring
- Weekly Full, Daily Differential Backup Schedule
- Automatic Tape Rotation
- 2-Week On-site Retention

4.0 Emergency System Administration Support – Please provide an hourly cost for emergency system administration support. For example, Commerce envisions no more than 2-6 hours, monthly, only on an as-needed basis. Support might include following detailed step-by-step instructions to restart our application if it goes down after hours/weekend.

DEV1208
Pricing Page

Description	Cost		Quantity		Extended
<i>OPTION 1</i> Monthly Managed Hosting Fee	\$ <u>13697</u> Per/Month	X	12 Months	=	164,364 + 5625 <i>one time fee</i>
<i>OPTION 2</i>	<u>48930</u>				\$ <u>107160</u> + 5000 <i>one time fee</i>
Emergency System Administration Support	\$ <u>150</u> Per/Hour	X	48 Hours	=	\$ <u>7200</u>
				TOTAL:	\$ <u>177,189</u> <i>OPTION 1</i> <u>119,360</u> <i>OPTION 2</i>

The bid award will be based on the total for both Monthly Managed Hosting Fee and Emergency Administrative Support.

The number of hours for Emergency Administrative Support is an estimate for bid evaluation purposes only. The actual number of hours will be based on agency need.

Please provide the vendor's service level agreement terms along with your bid for review.

September 12, 2011

Per earlier conversations with Kimberly Harbour, NaviSite is able to present two options to meet your requirements – a dedicated physical environment which will be fully managed by NaviSite and also an alternative Cloud based solution which will be usage based (variable billing) and self managed by West Virginia Department of Commerce.

A high level description of each option is listed below.

The estimated price of each option is;

- Dedicated Physical: \$ 13,697.00 per month and \$ 5,625.00 one time installation fee
- Cloud Based Model: \$ 8,930.00 per month and \$ 5,000.00 one time installation fee

1. Dedicated ESX cluster for customer :


- Navisite is providing HW for ESX servers along with Vmware licensing
- Navisite is managing through the OS all three VM's
- There are two additional VM's (Virtual Center and Netscaler Load balancer)
- Navisite is managing the two additional VM's
- SQL 2008 and Windows 2008 licensing is included in the pricing
- 6TB of shared SAN is included in the pricing

2. NaviCloud Pricing :

- Three customer VM's are running on NaviCloud
- Utilization across CPU and RAM is 30 % and 40% respectively.
- Navisite is managing through the OS.
- Navisite is responsible for management of firewall and load balancer.
- SQL 2008 and Windows 2008 licensing is included in the pricing
- 6TB of shared SAN is included in the pricing.

It would be my pleasure to have the opportunity to discuss the options with you and determine the best solution for the West Virginia Department of Commerce.

Regards,


Joseph P. Walsh

703-657-9411

Sales Order MM-15691-1, West Virginia Dept of Commerce RFP

Account: West Virginia Department of Commerce
 90 MacCorkle Avenue SW
 South Charleston, West Virginia 25303
 USA



Number: MM-15691-1
Data center: MM - Andover, MA
Date: Thu Sep 8 13:38:28 2011
Sales Rep: Joe Walsh

NaviSite, Inc.
 400 Minuteman Road
 Andover, Massachusetts 01810

QTY	Description	One-time Fees	Monthly Fees
1	Premium Bandwidth Base-Install	\$400.00	
1	Firewall Management-Silver-Install	\$375.00	
2	Server Management (Small <=3U)-Install <i>Comments: SMALL PHYSICAL: Installation and configuration of two (2) NaviSite provided Small Physical ESX Servers (2 CPU, 36 GB RAM)</i>	\$2,000.00	
5	Virtual Service Management-Install <i>Comments: SMALL VIRTUAL: Installation and configuration of five (5) NaviSite provided Large Virtual Servers (8vCPU, 8GB/16GB RAM)</i>	\$2,000.00	
1	Managed LoadBalancer- Install	\$250.00	
2	Storage Management Shared, Server Connect HA -Install	\$600.00	
5	Premium Bandwidth (1Mbps Increments) <i>USD 175.00 for 5 95% MBPS</i> <i>USD 50.00/95% MBPS over 5 95% MBPS</i>		\$175.00
1	Firewall Management-Silver-Monthly <i>Comments: 10 firewall rules, 5 protected IP addresses, 1 rule change per month, 1 site to site VPN, Cisco ASA 5510 included</i>		\$700.00
2	Server Management (Small <=3U) <i>Comments: Service includes secure data center space - shared locked cabinet or floor space (no customer access); network services - provisioning of Ethernet ports. IP addresses, shared Front end network; monitoring and management of hardware and OS including patching, Web Server monitoring, Dedicated backend network, Redundant power feeds (required redundant power supply), incident management, problem management, change management, 24x7 NOC support, dedicated customer resource, access to customer NaviView portal</i>		\$700.00
5	Virtual Service Management-Monthly <i>Comments: Service includes secure data center space; network services - provisioning of IP addresses, shared Front end network; monitoring and management of Virtual Machine and OS including patching, Web Server monitoring, Anti-Virus Management; RDP for administration, incident management, problem management, change management, 24x7 NOC support, access to customer NaviView portal.</i>		\$675.00
2	ESX Servers (Includes (2) HP DL380, (2) Intel Xeon Hex Core Processor, 36GB RAM, (2) 146GB HDD, (2) Single port FC HBA, (2) HP Dual Port Glgabit Adapter)		\$2,150.00
5	Vmware Enterprise Plus Rental (per VM)		\$180.00
1	Vmware Virtual Center Rental		\$325.00
1	Managed LoadBalancer- Monthly		\$250.00
1	Netscaler VPX 200 Standard Rental <i>USD 315.00 for 1 QTY</i>		\$315.00

Sales Order MM-15691-1, West Virginia Dept of Commerce RFP

Account: West Virginia Department of Commerce
90 MacCorkle Avenue SW
South Charleston, West Virginia 25303
USA

NaviSite®

Number: MM-15691-1
Data center: MM - Andover, MA
Date: Thu Sep 8 13:38:28 2011
Sales Rep: Joe Walsh

NaviSite, Inc.
400 Minuteman Road
Andover, Massachusetts 01810

USD 315.00/QTY over 1 QTY

2	Storage Management Shared, Server Connect HA	\$810.00
300	Shared Storage - 20GB Increment	\$6,000.00
4	Windows Server Enterprise Hosted PL	\$292.00
3	SQL Server Standard PL 228-03159	\$1,125.00

Minimum subtotal:	\$5,625.00	\$13,697.00
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Fees	
Total One Time:	\$5,625.00
Minimum Monthly Recurring:	\$13,697.00

Quantity	Part Number	Description	Unit Price	Extended
1	CL-MGTRTU-RC	NaviCloud Right To Use	\$ 5,000.00	\$ 3,000.00
18	CL-RESCPU1GHZ-RC	NaviCloud CPU (in GHz)	\$ 40.00	\$ 720.00
16	CL-RESMEM1GB-RC	NaviCloud Memory (in GB)	\$ 40.00	\$ 640.00
6000	CL-RESPRIDISK1GB-RC	NaviCloud Storage (in GB)	\$ 0.60	\$ 2,400.00
0	CL-MGTVMON-RC	NaviCloud Monitored VM	\$ 150.00	\$ -
3	CL-MGTVM-RC	NaviCloud Managed VM	\$ 300.00	\$ 900.00
600	CL-STB1GB-RC	NaviCloud Tape Backup (in GB)	\$ 1.00	\$ 600.00
0	CL-OLB1GB-RC	NaviCloud Online Backup - 1 GB	\$ 1.00	\$ -
5	CL-RESFEW-RC	NaviCloud Internet Bandwidth	\$ 60.00	\$ 300.00
0	CL-NWADDLVLAN-RC	NaviCloud Additional VLAN	\$ 125.00	\$ -
3	CL-RESEXTIP-RC	NaviCloud External IP Address	\$ 10.00	\$ 30.00
1	CL-MGTFW-RC	NaviCloud Managed Firewall	\$ 500.00	\$ 500.00
1	CL-RESS2SVPN-RC	NaviCloud Site to Site VPN	\$ 50.00	\$ 50.00
1	CL-NWFWDEHHA-RC	NaviCloud Dedicated HA Firewall Hosting	\$ 1,100.00	\$ 1,100.00
0	CL-NWFWVRTHA-RC	NaviCloud Virtual HA Firewall Hosting	\$ 200.00	\$ -
1	CL-MGTLB-RC	NaviCloud Managed Load Balancer	\$ 250.00	\$ 250.00
0	CL-CTXVNS-S10-R-RC	Netscaler VPX 10 Standard Rental for NC	\$ 125.00	\$ -
0	CL-CTXVNS-E10-R-RC	Netscaler VPX 10 Enterprise Rental for NC	\$ 315.00	\$ -
0	CL-CTXVNS-P10-R-RC	Netscaler VPX 10 Platinum Rental for NC	\$ 500.00	\$ -
1	CL-CTXVNS-S200-R-RC	Netscaler VPX 200 Standard Rental for NC	\$ 315.00	\$ 315.00
0	CL-CTXVNS-E200-R-RC	Netscaler VPX 200 Enterprise Rental for NC	\$ 625.00	\$ -
0	CL-CTXVNS-P200-R-RC	Netscaler VPX 200 Platinum Rental for NC	\$ 950.00	\$ -
0	CL-CTXVNS-S1000-R-RC	Netscaler VPX 1000 Standard Rental for NC	\$ 950.00	\$ -
0	CL-CTXVNS-E1000-R-RC	Netscaler VPX 1000 Enterprise Rental for NC	\$ 1,425.00	\$ -
0	CL-CTXVNS-P1000-R-RC	Netscaler VPX 1000 Platinum Rental for NC	\$ 1,900.00	\$ -
2	SQL Server	SQL Server Standard PL	\$ 562.50	\$ 1,125.00
Projected Monthly Cost				\$8,930.00

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. **Application is made for 5% resident vendor preference for the reason checked:**
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: _____ Signed: _____

Date: _____ Title: _____

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. DEV1208

STATE OF WEST VIRGINIA
Purchasing Division
PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: 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 the debt owed is an amount greater than one thousand dollars in the aggregate.

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.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "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.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this 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.

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: _____

Authorized Signature: _____ Date: _____

State of _____

County of _____, to-wit:

Taken, subscribed, and sworn to before me this ____ day of _____, 20__.

My Commission expires _____, 20__.

AFFIX SEAL HERE

NOTARY PUBLIC _____