



**Response To:**

**State of West Virginia Attorney General**

Storage Software & Hardware AGO 4914

October 17, 2013 1:30 PM



10/17/13 09:28:33 AM  
West Virginia Purchasing Division

**Corporate Headquarters**  
ePlus Technology, inc.  
13595 Dulles Technology Drive  
Herndon, VA 20171

**Local Office**  
1116 Smith Street, Ste. 412  
Charleston, WV 25301

**Contact**  
Andrea Herman  
Senior Account Executive  
Phone: (304) 550-4109  
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State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Solicitation**

NUMBER
AGO4914

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
GUY NISBET
304-558-8802

RFQ COPY

TYPE NAME/ADDRESS HERE

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ePlus Technology, inc.  
 13595 Dulles Technology Drive  
 Herndon, VA 20171

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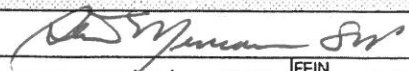
OFFICE OF THE ATTORNEY GENERAL  
 BUILDING 1, ROOM E26  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305-0220 304-558-2021

DATE PRINTED
10/02/2013

BID OPENING DATE: 10/17/2013

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO MODIFY THE ORIGINAL SOLICITATION PER THE ATTACHED DOCUMENTATION.						
0001	1	LS	205-43	STORAGE HARDWARE AND SOFTWARE		
***** THIS IS THE END OF RFQ AGO4914 ***** TOTAL:						<u>\$128,829.95</u>

SIGNATURE 	TELEPHONE 703-984-8400	DATE 10/14/13
TITLE Steve Mencarini, SVP	FEIN 54-1904151	ADDRESS CHANGES TO BE NOTED ABOVE

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

**SOLICITATION NUMBER: AGO4914**  
**Addendum Number: 1**

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

- To distribute the Technical Questions and Answers
- To provide an updated Pricing Page

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, 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.

# ATTACHMENT A

## AGO4914

## Vendor Submitted Questions and Agency Responses.

Q.1. The text on the first page says that this is a one-time purchase of three storage hardware devices and software, but the spec sheet only allows for 2. Which is the correct number?

A.1. The correct number is three (3). There is Quantity two (2) NetApp FAS 2240-4 Hybrid/mixed Shelf with four (4) 200GB SSD and (20) 2TB drives; dual controllers or equal and Quantity one (1) NetApp FAS 2240-4 (24) 1 TB drives; dual controllers or equal listed on Exhibit A Pricing Page.

Q.2. Will the storage devices all be located in the same physical location?

A.2. No; they will be located in different locations.

Q.3. Is the purpose of the storage be for virtualization only, or will there be file (NFS level) access as well?

A.3. Currently they will be only used for virtualization only, however as stated in 3.1.1.4. Storage Hardware must be compatible with ISCSI, NFS, CIFS, and fibre channel protocols. The agency would like the options to be there.

Q.4. there were items that were left off of the bid document that are required for the configuration to acceptable. Please see attached configuration that is the correct one that needs to be in this bid.

**FAS2240-4-R5 Hardware**

Part Number	Product Description	Ext. Qty
F2240A-4-40TB-24M-R6	FAS2240A,HA,4x200GB, 20x2TB, Mixed, Dual CTL	2
X5526A-R6	Rack mount Kit, 4-Post, Universal, R6	2
X800-42U-R6	Power Cable, In-Cabinet, C13-C14	8
X1150A-R6	Card Mezzanine 2-port 8G FC	4
X6557-R6	Cable, SAS Cntir-Shelf/Shelf-Shelf/HA,0.5m	4
X6560-R6	Cable, Ethernet, 0.5m RJ45 CAT6	2

**Software**

Part Number	Product Description	Ext. Qty
FAS2240A-HA-SW-R5	FAS2240A, HA CFO Software, R5	4
SW-2240A-Smirror-C	SW,SnapMirroe, 2240A,-C	4
SW-CIFS-C	SW,CIFS,-C	4
SW-FCP-C	SW,FCP,-C	4
SW-ISCSI-C	SW,ISCSI,-C	4
SW-NFS-C	SW,NFS,-C	4
SW-2240A-ONTAP8-P	SW,Data ONTAP Essentials, 2240A,-P	4

**Services**

Part Number	Product Description	Ext. Qty
CS-02-4HR	SupportEdge Premium 4hr Onsite	2

**FAS2240-4-R5 Hardware**

Part Number	Product Description	Ext. Qty
F2240A-4-24X1TB-R5	FAS2240-4,HA,24x1TB, Dual CTL	1
X5526A-R6	Rackmount Kit,4-Post, Universal, R6	1
X800-42U-R6	Powercable, In-Cabinet, C13-C14	4
X1150A-R6	CARD Mezzanine 2-Port 8G FC	2
X6557-R6	Cable, SAS Cntir-Shelf/Shelf-Shelf/HA, 0.5m	2
X6560-R6	Cable, Ethernet, 0.5m RJ45 CAT6	1

**Software**

Part Number	Product Description	Ext. Qty
FAS2240AHA-SW-R5	FAS2240A,HA CFO Software, R5	2
SW-2240A-SMIRROR-C	SW,SnapMirror,2240A,-C	2
SW-CIFS-C	SW,CIFS,-C	2
SW-FCP-C	SW,FCP,-C	2
SW-ISCSI-C	SW,ISCSI,-C	2
SW-NFS-C	SW,NFS,-C	2
SW-2240A-ONTAP8-P	SW,Data ONTAP Essentials, 2240A-P	2

**Services**

Part Number	Product Description	Ext. Qty
CS-O2-4HR	SupportEdge Premium 4hr Onsite	1

**Additional Parts And Components****Hardware**

Part Number	Product Description	Ext. Qty
X6553-R6	Cable, Cntir-Shelf/Switch, 2m, LC/LC, Op	12
X6561-R6	Cable,Ehernet, 2m RJ45 CAT6	6

A.4. Pricing Sheet is revised to reflect the above changes.

Q.5. Would the Attorney General Office consider a solution that does not have Deduplication as part of the Storage array if it meets all other requirements with better price/performance?

A.5. No, Duplication is a mandatory as stated in; 3.1.1.1.3., 3.1.1.2.3 and 3.1.1.3.3.

**RFQ AGO-4914**  
**Exhibit A Pricing Page**

10/01/2013

<b>Product Number</b>	<b>Description</b>	<b>Alternate Part # and Description of or equal Products</b>	<b>Unit of Measure</b>	<b>QTY</b>	<b>Unit Price</b>	<b>Extended Price</b>
F2240A-4-40TB-24M-2-R6 or equal	NetApp FAS 2240-4 Hybrid/mixed Shelf with (4) 200GB SSD and (20) 2TB drives; dual controllers or equal		ea	2	31,998.20	63,996.40
F2240A-4-24X1TB-2-R6 or equal	NetApp FAS2240-4, (24) 1TB drives; dual controllers or equal		ea	1	13,739.20	13,739.20
X1150A-R6 or equal	Mezzanine Card with 2-port 8GB Fibre Channel connections or equal		ea	6	1,439.02	2,878.04
X6553-R6 or equal	Cable, Cntrl-Shelf/Switch, 2m, LC/LC, Op or equal		ea	12	77.50	930.00
X800-42U-R6 or equal	Power Cable, In-Cabinet, C13-C14 or equal		ea	12	included	included
X5526A-R6 or equal	Rackmount kit for 4 post server rack or equal		ea	3	62.00	186.00
X6557-R6 or equal	SAS Controller .5 meter cable or equal		ea	6	62.00	372.00
X6561-R6 or equal	Cable, Ethernet, 2m RJ45 CAT6		ea	6	5.58	33.48
X6560-R6 or equal	Cable, Ethernet, 0.5 RJ45 CAT6		ea	3	3.72	11.16
SW-2-2240A-ONTAP8-P or equal	NetApp Data-On-Tap Essentials Software or equal		ea	6	included	included
SW-2-2240A-SMIRROR-C or equal	NetApp SnapMirror software for 2240A or equal		ea	6	2,656.70	15,940.20
CS-O2-4HR or equal	NetApp 3 yr Premium 4 hour onsite support or equal		ea	3	8,329.31	24,987.39
FAS2240A-HA2-SW-R6 or equal	NetApp SAN CFO software or equal		ea	6	included	included
SW-2-ISCSI-C or equal	NetApp SAN iSCSI software or equal		ea	6	included	included

**RFQ AGO-4914**  
**Exhibit A Pricing Page**

10/01/2013

SW-2-CIFS-C or equal	NetApp SAN CIFS software or equal		ea	6	included	included
SW-2-NFS-C or equal	NetApp SAN NFS software or equal		ea	6	included	included
SW-2-FCP-C or equal	NetApp SAN FCP software or equal		ea	6	included	included
					<b>TOTAL:</b>	<b>\$128,859.95</b>



# 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.

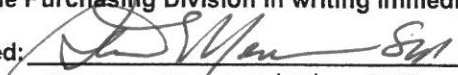
- 1. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,  
 Bidder is a partnership, association or 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.
- 7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**  
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

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: ePlus Technology, inc.

Signed: 

Date: 10/16/13

Title: Steve Menzarini, SVP

RFQ No. AGO4914

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**MANDATE:** 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 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: ePlus Technology, inc.

Authorized Signature: *[Signature]* Date: 10/16/13  
Steve Mencarini, SVP

State of Commonwealth of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 16th day of October, 2013

My Commission Expires 10/30, 2015.

AFFIX SEAL HERE



NOTARY PUBLIC *[Signature]*  
*Purchasing Affidavit (Revised 07/01/2012)*

**CERTIFICATION AND SIGNATURE PAGE**

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

ePlus Technology, inc.  
\_\_\_\_\_  
(Company)

  
\_\_\_\_\_  
(Authorized Signature)

Steve Mencarini, Senior VP  
\_\_\_\_\_  
(Representative Name, Title)

703-984-8400                      703-984-8600  
\_\_\_\_\_  
(Phone Number)                      (Fax Number)

10/16/13  
\_\_\_\_\_  
(Date)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: AGO4914**

**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:**

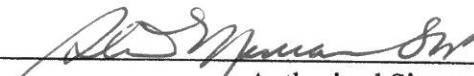
(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input 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.

ePlus Technology, inc.

\_\_\_\_\_  
Company

  
\_\_\_\_\_  
Steve Mencarini, Authorized Signature

SVP

\_\_\_\_\_  
6/16/13  
Date

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

Revised 6/8/2012