



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header

List View

General Information Contact Default Values Discount DocumentInformation

Procurement Folder: 81401

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0313

Vendor ID: VS0000007591 

SO Doc ID: DEP1600000018

Legal Name: Qlarion Inc

Published Date: 11/3/15

Alias/DBA: Qlarion

Close Date: 11/18/15


Total Bid: \$1,091,667.36

Close Time: 13:30

Response Date: 11/18/2015 

Status: Closed

Response Time: 11:45

Solicitation Description: Addendum 01 Reporting/ETL and Quality Software 

Total of Header Attachments: 0

Total of All Attachments: 0



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 81401

**Solicitation Description :** Addendum 01 Reporting/ETL and Quality Software

**Proc Type :** Central Purchase Order

Date issued	Solicitation Closes	Solicitation No	Version
	2015-11-18 13:30:00	SR 0313 ESR1116150000002280	1

**VENDOR**

VS0000007591

Qlarion Inc

Qlarion

**FOR INFORMATION CONTACT THE BUYER**

Beth Collins  
 (304) 558-2157  
 beth.a.collins@wv.gov

**Signature X** **FEIN #** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	SAP BusinessObjects BI Suite, User License	5.00000	EA	\$1,122.930000	\$5,614.65

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description : SAP BusinessObjects BI Suite, User License or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	SAP BusinessObjects BI Suite, Concurrent Sessions	80.00000	EA	\$3,593.370000	\$287,469.60

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description : SAP BusinessObjects BI Suite, Concurrent Sessions or equal.  
Please see addendum No. 01

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	SAP Data Services, Cores	8.00000	EA	\$36,617.190000	\$292,937.52

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description : SAP Data Services, Cores or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	SAP Information Steward, Cores	8.00000	EA	\$36,617.190000	\$292,937.52

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description : SAP SAP Information Steward, Cores or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	SAP Enterprise First Year Maintenance and Support	1.00000	EA	\$212,708.070000	\$212,708.07

Comm Code	Manufacturer	Specification	Model #
81112200			

<b>Extended Description :</b>	SAP Enterprise First Year Maintenance and Support
-------------------------------	---

November 18, 2015

State of West Virginia  
Department of Environmental Protection

## REQUEST FOR QUOTATION

Reporting/ETL and Quality Software

SOLICITATION NO. CRFQ 0313 DEP1600000018

Submitted by **Qlarion**

Qlarion Inc.  
12007 Sunrise Valley Road  
Reston, VA 20191

[www.Qlarion.com](http://www.Qlarion.com)  
(571) 222-6662



Ms. Beth Collins  
Department of Administration  
Purchasing Division  
2019 Washington St. E  
Charleston, WV 25305-0130

November 17, 2015

Re: Event # EV00002487 Coordinated Access System RFP

Dear Ms. Collins:

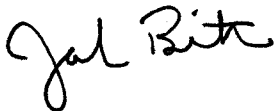
Qlarion Inc. appreciates the opportunity to respond to the State of West Virginia's Department of Environmental Protection (State's) Request for Quotation for Reporting/ETL and Quality Software. Qlarion is proposing SAP BOBJ BI Suite which fully meets the State's requirements for Reporting/ETL and Quality Software. Our team has fully considered the State's requirements outlined in the Request for Quotation, and has carefully put together a solution that will best meet your needs.

Qlarion is submitting as a reseller of SAP software. We are a trusted SAP implementation partner and are available to assist the State with any service needs for installation and configuration of the proposed software. Qlarion is a Virginia certified small business (#715767) and has submitted the application for West Virginia small business certification.

Please direct any questions or communications that will assist the State in the evaluation of our response to: Michael Donofrio of Qlarion at (571) 222-6662 or [mdonofrio@qlarion.com](mailto:mdonofrio@qlarion.com).

We look forward to a favorable response to our proposal.

Sincerely,



Jake Bittner CEO  
Qlarion, Inc.  
(703) 608-8624



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

**State of West Virginia  
 Request for Quotation**

Proc Folder: 81401

Doc Description: Addendum 01 Reporting/ETL and Quality Software

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2015-11-03	2015-11-18 13:30:00	CRFQ 0313 DEP1600000018	2

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

Qlarion Inc.  
 12007 Sunrise Valley Road  
 Reston, VA 20191  
 (571) 222-6662

**FOR INFORMATION CONTACT THE BUYER**

Beth Collins  
 (304) 558-2157  
 beth.a.collins@wv.gov

Signature X

FEIN # 54-2056164

DATE 11/17/15

All offers subject to all terms and conditions contained in this solicitation



**ADDITIONAL INFORMATION:**

**Addendum 01:**

This addendum is issued to modify the solicitation per the attached documentation and the following:

1. To modify the bid opening date to November 18, 2015 at 1:30PM, EST.
2. To provide answers to vendor submitted questions.

No other changes.

**CRFQ**

THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE DEPARTMENT OF ENVIRONMENTAL PROTECTION, IS SOLICITING BIDS FOR THE ONE TIME PURCHASE OF REPORTING/ETL AND QUALITY SOFTWARE, PER THE ATTACHED SPECIFICATIONS AND DOCUMENTATION.

INVOICE TO		SHIP TO	
ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV25304 US		ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	SAP BusinessObjects BI Suite, User License	5.00000	EA	\$1,122.93	\$5,614.65

Comm Code	Manufacturer	Specification	Model #
43230000	SAP BusinessObjects	Price per user	7017688

**Extended Description :**

SAP BusinessObjects BI Suite, User License or equal

INVOICE TO		SHIP TO	
ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV25304 US		ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	SAP BusinessObjects BI Suite, Concurrent Sessions	80.00000	EA	\$3,593.37	\$287,469.60

Comm Code	Manufacturer	Specification	Model #
43230000	SAP BusinessObjects	Sold in bundles of 10	7017877

**Extended Description :**

SAP BusinessObjects BI Suite, Concurrent Sessions or equal.  
Please see addendum No. 01

INVOICE TO		SHIP TO	
ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV25304 US		ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	SAP Data Services, Cores	8.00000	EA	\$36,617.19	\$292,937.52

Comm Code	Manufacturer	Specification	Model #
43230000	SAP BusinessObjects	Price per core	7017596

**Extended Description :**

SAP Data Services, Cores or equal

INVOICE TO		SHIP TO	
ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV25304 US		ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	SAP Information Steward, Cores	8.00000	EA	\$36,617.19	\$292,937.52

Comm Code	Manufacturer	Specification	Model #
43230000	SAP BusinessObjects	Price per core	7017597

**Extended Description :**

SAP SAP Information Steward, Cores or equal

INVOICE TO		SHIP TO	
ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV25304 US		ENVIRONMENTAL PROTECTION OFFICE OF ADMINISTRATION 601 57TH ST SE CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	SAP Enterprise First Year Maintenance and Support	1.00000	EA	\$212,708.07	\$212,708.07

<b>Comm Code</b>	<b>Manufacturer</b>	<b>Specification</b>	<b>Model #</b>
81112200	SAP BusinessObjects	Paid annually in advance	

**Extended Description :**

SAP Enterprise First Year Maintenance and Support

**SCHEDULE OF EVENTS**

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Question Submittal Deadline at 5:00 PM	08/10-19

<b>DEP160000018</b>	<b>Document Phase</b> Final	<b>Document Description</b> Addendum 01 Reporting/ETL and Quality Software	<b>Page 5</b> <b>of 5</b>
---------------------	--------------------------------	--	------------------------------

#### **ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

\*\*\*Please note that due to the discount provided on this quote, credit cards will not be accepted for this particular pricing structure. If it is requested that payment be made with a credit card, then the above pricing is subject to change and a processing fee will be added. Payment via Purchase Order and WAWF will incur no additional fee.

\*\*\*All maintenance and support services on this quote are quoted as prepaid annual maintenance unless otherwise explicitly specified.

\*\*\*Licensee agrees that any order for SAP software licenses and support will be governed by the terms and conditions of the SAP Software General Terms and Conditions ("GTC") copies of which are found at [www.sap.com/company/legal/index.epx](http://www.sap.com/company/legal/index.epx) and the SAP Software Use Rights document ("Use Terms") and all Schedules referenced by the GTC are made a part hereof. Licensee acknowledges it has had the opportunity to review the Agreement, including without limitation the GTC, Schedules and Use Terms, prior to executing an order.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ 0313 DEP1600000018**

**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.

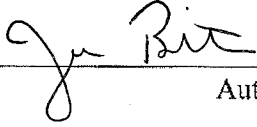
**Addendum Numbers Received:**

(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.

Qlarion Inc.  
Company

  
Authorized Signature

11/17/15  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

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: Qlarion Inc.

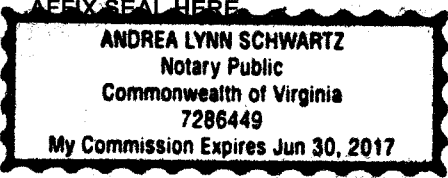
Authorized Signature: *[Signature]* Date: 11/16/2015

State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 16 day of November, 20 15.

My Commission expires June 30th, 20 15.



NOTARY PUBLIC *[Signature]*

# 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 Vendor Preference, if applicable.

**1. Application is made for 2.5% 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% 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% 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% 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% 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% 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: Qlarion Inc.

Signed: 

Date: 11/17/15

Title: CEO