



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

State of West Virginia
 Request for Quotation
 21 - Info Technology

Proc Folder: 179122

Doc Description: EMC RECOVERPOINT FOR VIRTUAL MACHINES OR EQUAL

Proc Type: Central Contract - Fixed Amt

| Date Issued | Solicitation Closes | Solicitation No | Version |
|-------------|------------------------|-------------------------|---------|
| 2016-02-16 | 2016-03-10 13:30:00 | CRFQ 1200 AUD1600000003 | 1 |

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:
 UNISYS CORPORATION
 578 SHELLBOURNE DRIVE
 ROCHESTER HILLS, MI 48309
 ATTN - MEREDITH HUGHES
 248-805-5014

03/01/16 09:27:36
 WV Purchasing Division

FOR INFORMATION CONTACT THE BUYER
 Linda Harper
 (304) 558-0468
 linda.b.harper@wv.gov

Signature X *Meredith Hughes* EIN 380387840 2/25/2016
 FEIN # DATE

offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the WV State Auditor's Office (WVSAO) to establish a contract for EMC Recoverpoint for Virtual Machines, or Equal per the attached specifications and terms and conditions.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E | | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E | |
| CHARLESTON | WW25305-0230 | MALDEN | WW 25306-6330 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|-------------------------------|---------|------------|------------|-------------|
| 1 | RECOVERPOINT LICENSE SOLUTION | 1.00000 | EA | .00 | .00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|---------------|---|---------|
| 93151517 | EMC UNISYS | RP-LS REPLACED BY 458-000-228 OPN 458000-228 | |

Extended Description :
RECOVERPOINT LICENSE SOLUTION

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E | | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E | |
| CHARLESTON | WW25305-0230 | MALDEN | WW 25306-6330 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|------------------------------|----------|------------|------------|-------------|
| 2 | RECOVERPOINT CLIENT LICENSES | 70.00000 | EA | 404.00 | 28,280.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|---------------|-------------------------------|---------|
| 93151517 | EMC UNISYS | 456-108-720 OPN 456106-720 | |

Extended Description :
RECOVERPOINT CLIENT LICENSES

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E | | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E | |
| CHARLESTON | WW25305-0230 | MALDEN | WW 25306-6330 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---------------------------------------|---------|------------|------------|-------------|
| 3 | RECOVERPOINT LINUX GPLV3 DISTRIBUTION | 1.00000 | EA | .00 | .00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|---------------|---------------|---------------------------|
| 93151517 | EMC UNISYS | | RP-LNX-GPL OPN1000-GPL |

Extended Description :

RECOVERPOINT LINUX GPLV3 DISTRIBUTION

| INVOICE TO | SHIP TO |
|---|--|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E CHARLESTON WV25305-0230 US | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E MALDEN WV 25306-6330 US |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 4 | RECOVERPOINT FOR VIRTUAL MACHINES IMPLEMENTATION | 1.00000 | EA | 1,450.00 | 1,450.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|---------------|---------------|-----------------------------|
| 93151517 | EMC UNISYS | | PS-BAS-RPVMGL OPN100-VML |

Extended Description :

RECOVERPOINT FOR VIRTUAL MACHINES IMPLEMENTATION

| INVOICE TO | SHIP TO |
|---|--|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E CHARLESTON WV25305-0230 US | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E MALDEN WV 25306-6330 US |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---|---------|------------|------------|-------------|
| 5 | YEAR 1 ANNUAL 5X9 MAINTENANCE SUPPORT * | 1.00000 | EA | 7,056.00 | 7,056.00 ** |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|-------------|
| 81111812 | EMC | | M-PRESW-001 |

Extended Description :

YEAR 1 ANNUAL 5X9 MAINTENANCE SUPPORT

* YOUR RFQ REQUESTED EMC STYLE M-PRESW-001 WHICH IS 7X24 MAINTENANCE SUPPORT, NOT 5X9. WE HAVE RESPONDED WITH 7X24 MAINTENANCE.

** PLEASE CONSIDER UNISYS'S ALTERNATIVE MAINTENANCE PRICING ON "ALTERNATIVE RESPONSE" SPREAD SHEET ATTACHED.

| INVOICE TO | | SHIP TO | |
|---|--------------|--|---------------|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E J00 KANAWHA BLVD E | | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E | |
| CHARLESTON | WV25305-0230 | MALDEN | WV 25306-6330 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 6 | YEAR 2 ANNUAL 5X9 MAINTENANCE SUPPORT | 1.00000 | EA | 21,168.00 | 21,168.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|-------------|
| 81111812 | EMC | | M-PRESW-001 |

Extended Description :
YEAR 2 ANNUAL 5X9 MAINTENANCE SUPPORT

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E | | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E | |
| CHARLESTON | WV25305-0230 | MALDEN | WV 25306-6330 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 7 | YEAR 3 ANNUAL 5X9 MAINTENANCE SUPPORT | 1.00000 | EA | 22,264.00 | 22,264.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|-------------|
| 81111812 | EMC | | M-PRESW-001 |

Extended Description :
YEAR 3 ANNUAL 5X9 MAINTENANCE SUPPORT

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E | | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E | |
| CHARLESTON | WV25305-0230 | MALDEN | WV 25306-6330 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 8 | YEAR 4 ANNUAL 5X9 MAINTENANCE SUPPORT | 1.00000 | EA | 23,338.00 | 23,338.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|-------------|
| 81111812 | EMC | | M-PRESW-001 |

Extended Description :

YEAR 4 ANNUAL 5X9 MAINTENANCE SUPPORT

| INVOICE TO | SHIP TO |
|---|--|
| STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E CHARLESTON WV25305-0230 US | STATE AUDITORS OFFICE 4916 KANAWHA BLVD E MALDEN WV 25306-6330 US |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 9 | YEAR 5 ANNUAL 5X9 MAINTENANCE SUPPORT | 1.00000 | EA | 24,505.00 | 24,505.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|-------------|
| 81111812 | EMC | | M-PRESW-001 |

Extended Description :

YEAR 5 ANNUAL 5X9 MAINTENANCE SUPPORT

SCHEDULE OF EVENTS

| Line | Event | Event Date |
|------|---------------------------|------------|
| 1 | Question Deadline 5:00 PM | 2016-02-29 |

| | | | |
|----------------------|--------------------------------|---|------------------------------|
| AUD1800000003 | Document Phase Final | Document Description EMC RECOVERPOINT FOR VIRTUAL M ACHINES OR EQUAL | Page 6 of 6 |
|----------------------|--------------------------------|---|------------------------------|

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of a Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: This Contract becomes effective on upon award and extends for a period of one (1) year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Renewal of this Contract is limited to four (4) successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed forty-eighty (48) months in total. Automatic renewal of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases. Attorney General approval may be required for vendor terms and conditions.

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

Fixed Period Contract: This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

Fixed Period Contract with Renewals: This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days.

Upon completion, the vendor agrees that maintenance, monitoring, or warranty services will be provided for one year thereafter with an additional _____ successive one year renewal periods or multiple renewal periods of less than one year provided that the multiple renewal periods do not exceed _____ months in total. Automatic renewal of this Contract is prohibited.

One Time Purchase: The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

Other: See attached.

4. NOTICE TO PROCEED: Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

Open End Contract: Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. 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.

Service: The scope of the service to be provided will be more clearly defined in the specifications included herewith.

Combined Service and Goods: The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

One Time Purchase: This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

6. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.

7. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

8. REQUIRED DOCUMENTS: All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

BID BOND: All Vendors shall furnish a bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

PERFORMANCE BOND: The apparent successful Vendor shall provide a performance bond in the amount of _____. The performance bond must be received by the Purchasing Division prior to Contract award. On construction contracts, the performance bond must be 100% of the Contract value.

LABOR/MATERIAL PAYMENT BOND: The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award. In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable.

MAINTENANCE BOND: The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

INSURANCE: The apparent successful Vendor shall furnish proof of the following insurance prior to Contract award and shall list the state as a certificate holder:

Commercial General Liability Insurance: In the amount of _____ or more.

Builders Risk Insurance: In an amount equal to 100% of the amount of the Contract.

The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed above.

LICENSE(S) / CERTIFICATIONS / PERMITS: In addition to anything required under the Section entitled Licensing, of the General Terms and Conditions, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

9. WORKERS' COMPENSATION INSURANCE: The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. LITIGATION BOND: The Director reserves the right to require any Vendor that files a protest of an award to submit a litigation bond in the amount equal to one percent of the lowest bid submitted or \$5,000, whichever is greater. The entire amount of the bond shall be forfeited if the hearing officer determines that the protest was filed for frivolous or improper purpose, including but not limited to, the purpose of harassing, causing unnecessary delay, or needless expense for the Agency. All litigation bonds shall be made payable to the Purchasing Division. In lieu of a bond, the protester may submit a cashier's check or certified check payable to the Purchasing Division. Cashier's or certified checks will be deposited with and held by the State Treasurer's office. If it is determined that the protest has not been filed for frivolous or improper purpose, the bond or deposit shall be returned in its entirety.

11. LIQUIDATED DAMAGES: Vendor shall pay liquidated damages in the amount of

for _____

This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy.

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.

14. PAYMENT: Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.

15. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

16. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules §§ 148-1-6.1.e.

17. TIME: Time is of the essence with regard to all matters of time and performance in this Contract.

18. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.

19. COMPLIANCE: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

20. PREVAILING WAGE: Vendor shall be responsible for ensuring compliance with prevailing wage requirements and determining when prevailing wage requirements are applicable.

21. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

22. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

23. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

24. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

25. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments. Notwithstanding the foregoing, Purchasing Division approval may or may not be required on certain agency delegated or exempt purchases.

26. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

27. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

28. BANKRUPTCY: In the event the Vendor files for bankruptcy protection, the State of West Virginia may deem this Contract null and void, and terminate this Contract without notice.

29. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it 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/default.html>.

30. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

31. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor 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, West Virginia Insurance Commission, or any other state agency or political subdivision. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

32. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to 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 Vendor.

33. VENDOR CERTIFICATIONS: By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

34. PURCHASING CARD ACCEPTANCE: The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract unless the box below is checked.

Vendor is not required to accept the State of West Virginia's Purchasing Card as payment for all goods and services.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. PURCHASING AFFIDAVIT: In accordance with West Virginia Code § 5A-3-10a, all Vendors are required to sign, notarize, and submit the Purchasing Affidavit stating that neither the Vendor nor a related party owe a debt to the State in excess of \$1,000. The affidavit must be submitted prior to award, but should be submitted with the Vendor's bid. A copy of the Purchasing Affidavit is included herewith.

38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE: This Contract may be utilized by other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts ("Other Government Entities"). Any extension of this Contract to the aforementioned Other Government Entities must be on the same prices, terms, and conditions as those offered and agreed to in this Contract, provided that such extension is in compliance with the applicable laws, rules, and ordinances of the Other Government Entity. If the Vendor does not wish to extend the prices, terms, and conditions of its bid and subsequent contract to the Other Government Entities, the Vendor must clearly indicate such refusal in its bid. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.

39. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

40. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.requisitions@wv.gov.

41. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision. The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

42. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
- c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

43. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Unisys Corporation

(Company)



(Authorized Signature) (Representative Name, Title)

Thomas P. Mannix, Contracts Manager

(908)445-7560

2/24/2016

(Phone Number) (Fax Number) (Date)

SOLICITATION NUMBER: AUD1600000003

Addendum Number: 1

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:

1. To modify the Vendor Question deadline to Tuesday, February 23, 2016, 5:00 p.m. EST.
2. To modify the Bid Closing date to Thursday, March 3, 2016, 1:30 p.m. EST.

No other changes.

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.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: AUD1600000003

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.

Unisys Corporation

Company



Authorized Signature

Thomas P. Mannix, Contracts Manager

2/24/2016

Date

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

Revised 6/8/2012



February 25, 2016

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

Attention: Sealed Bid: EMC Recoverpoint for Virtual Machines or Equal
 Buyer: Linda Harper
 Solicitation NO.: CRFQ AUD1600000003
 Bid Opening Date: March 3, 2016
 Bid Opening Time: 1:30PM EST

Unisys Corporation is pleased to submit this response to the State of West Virginia's CRFQ AUD1600000003 for an EMC Recoverpoint for Virtual Machines or Equal solution that was published by the State of West Virginia, Department of Administration, Purchasing Division.

The Unisys response addresses the specific requirements of the Solicitation for the product to include the first twelve (12) months of maintenance ("Solicitation Response"). Unisys has also included a second response ("Alternative Response") with a total of five (5) years of maintenance included and paid in advance. The Alternative Response allows the State to derive significant economic benefit based on a commitment for an extended term for the maintenance services.

Attached are the following materials.

- 1) EMC Recover Point for Virtual Machines specification sheet
- 2) Exhibit A – Pricing Page (Solicitation Response)
- 3) Exhibit A – Unisys prepared Excel Pricing Page, outlining detailed Solicitation Response
- 4) Exhibit B – Pricing Page (Alternative Response)
- 5) Exhibit B – Unisys prepared Excel Pricing Page, outlining detailed Solicitation Response
- 6) Vendor Preference Certificate signed by Unisys Corporation
- 7) Purchasing Affidavit signed by Unisys Corporation
- 8) General Terms and Conditions, Certification and Signature Page signed by Unisys Corporation
- 9) General Terms and Conditions, Addendum Acknowledgement Form signed by Unisys Corporation
- 10) Solicitation Number: CRFQ DEP1600000010, Addendum Number: 01

Should you require any additional information concerning the quoted products and services, please contact Unisys Representative, Meredith Hughes at 248-805-5014. We at Unisys appreciate and value our relationship with the State of West Virginia, and thank you for the interest that the State of West Virginia in Unisys provided EMC products and services.

Sincerely,

Thomas P. Mannix
Contracts Manager
Unisys Corporation

Cc: Meredith J. Hughes, Unisys Corporation



Statement of Understanding

This proposal has been prepared in accordance with Unisys understanding of your requirements based on the information provided and good systems design techniques. All timings, flow charts, system design and related information contained in this proposal represent Unisys best estimates. However, since the actual results in your particular operations (including among other aspects speeds, personnel requirements and costs) may vary from those indicated in the proposal due to variations in software, programs, volume, environment, personnel, and other factors, the final determination that the proposed products and services meet your requirements must be yours.

This proposal contains confidential information of Unisys Corporation. In consideration of the receipt of this document, recipient agrees not to reproduce or make this information available in any manner to persons outside the group directly responsible for evaluation of its contents.

Unisys Corporation (Unisys) presents this proposal to you in confidence to solicit an offer from you to Unisys to buy the products and services described herein. This proposal is not a contract or an offer to contract. By your receipt of this response, the State of West Virginia Auditors Office is not obligated to make an offer to Unisys to buy any products or services. Unisys proposal is based on the assumption that the Unisys products and related services contained in this proposal will be supplied under the terms and conditions set forth in the Unisys - State of West Virginia Master Agreement #95010052 (the "Master Agreement"), a copy of which is on file at the West Virginia Department of Administration and at the West Virginia Attorney General's Office, and the attached Addendum. Client shall reference this quote on its order and include a copy of this quote and the signed Addendum. Neither party shall be bound unless and until a written Order under the parties' existing Agreement, contract #95010052 (the "Agreement"), expressly referencing this quote is signed by both parties.

This proposal is valid for 30 days unless extended by Unisys in writing.



EMC RECOVERPOINT FOR VIRTUAL MACHINES

Protects and Recovers VMs to Any Point in Time

EMC RecoverPoint® for Virtual Machines, a member of the RecoverPoint family, redefines data protection for VMware virtualized environments. It protects Virtual Machines (VM) at VM level granularity with local or remote replication for recovery to any Point-in-Time (PIT). It supports synchronous or asynchronous replication over any distance with efficient WAN bandwidth utilization, reducing network costs up to 90%. RecoverPoint for VMs simplifies Disaster Recovery, Disaster Recovery testing and Operational Recovery with built-in orchestration and automation capabilities directly accessible from VMware vCenter. It provides a reliable and repeatable automated DR workflow that increases customer's data protection and recovery operational efficiencies. This fully virtualized data protection product is built on the robust RecoverPoint engine, the proven market leader in replication and disaster recovery.

RecoverPoint for Virtual Machines

Essentials:

- Protects Virtual Machines (VMs) in VMware environment with VM level granularity and provides local or remote replication for any PIT recovery.
- Integrated with VMware vCenter with built-in orchestration and automation capabilities
- Provides an automated workflow that enhances the operational and disaster recovery processes, reducing data loss and the time required for recovery.
- Helps organizations to achieve their business continuity goals defined by their RPO and RTO.

Specifications

INTEGRATED WITH VMWARE VCENTER

RecoverPoint for Virtual Machines is a fully virtualized software-only solution deployed in VMware ESXi server environments without any additional hardware dependency. There are three architectural components which are fully integrated and deployed in a VMware ESXi server environment: the VMware vCenter plug-in, a RecoverPoint write-splitter embedded in vSphere hypervisor, and a virtual appliance.

TABLE 1 ENVIROMENTAL REQUIREMENTS

| DESCRIPTION | REQUIREMENT |
|--|---|
| EMC RECOVERPOINT FOR VIRTUAL MACHINES | Version 4.3 SP1 |
| VMWARE VCENTER AND ESX SERVERS (PROVIDED BY CUSTOMER) | Release 5.1 U1 or 5.5 with vCenter vSphere Web Client. Also, 6.0, 6.1 (updates included). |
| NETWORK INFRASTRUCTURE (PROVIDED BY CUSTOMER) | 4 Virtual Networks (LAN, WAN, 2 ISCSI); 1 Software ISCSI Adapter per ESXi Node with 2 VMKernel Ports |

TABLE 2 PRODUCT COMPONENTS

| DESCRIPTION | DEPLOYMENT GUIDE |
|---|---|
| VIRTUAL APPLIANCE | Minimum of 2 virtual appliances required to form RecoverPoint for VMs cluster |
| ESX SPLITTER | Installed on every ESXi node in the ESX cluster |
| RECOVERPOINT FOR VIRTUAL MACHINES VMWARE VCENTER PLUG-IN | RecoverPoint for VMs vCenter Plug-in for vSphere Web Client |
| All managed via vSphere Web Client | |

TABLE 3 VIRTUAL APPLIANCE CONFIGURATION

| VCPU | MEMORY | DISK |
|------------------|--------|-------|
| 2 vCPUs / 4 GHz | 4 GB | 45 GB |
| 4 vCPUs / 9 GHz | 4 GB | 45 GB |
| 8 vCPUs / 17 GHz | 8 GB | 45 GB |

Refer to the [EMC RecoverPoint Family Data Sheet](#), for a product overview.

WARRANTY AND MAINTENANCE

Ninety-day software warranty. Extended warranty is available

CONTACT US

To learn more about how EMC products, services, and solutions can help solve your business and IT challenges, [contact your local representative or authorized reseller](#) or visit us at www.EMC.com

CONFIGURE AND QUOTE

Visit the EMC Store



store.emc.com/RecoverPoint

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EMC believes the information in this document is accurate as of its publication date. The information is subject to change without notice.

Exhibit A - Pricing Page - "SOLICITATION RESPONSE"

EMC RecoverPoint for Virtual Machines (RP4VM) or Equal

| <i>Line #</i> | <i>Quantity</i> | <i>Description</i> | <i>Purchase Price</i> |
|---------------|-----------------|--|-----------------------|
| 1 | 1 | RecoverPoint License Solution EMC-Part# RP-LS or Equal (⊗) | 0 |
| 2 | 70 | RecoverPoint 70 Client Licenses EMC-Part# 456-106-720 or Equal | 28,280 |
| 3 | 1 | RecoverPoint Linux GPLv3 Distribution EMC- Part# RP-LNX-GPL or Equal | 0 |
| 4 | 1 | RecoverPoint for Virtual Machines or Equal Implementation | 1,450 |

Maintenance Year 1

| | | | |
|---|---|----|-------|
| 5 | * Year 1 Annual 5x9 Maintenance Support Price EMC- Part# M-PRESW-001 or Equal | ** | 7,056 |
|---|---|----|-------|

TOTAL Product, Implementation and Year 1 Maintenance

| | |
|--|--------|
| TOTAL FOR EMC - RecoverPoint for Virtual Machines (RP4VM) or Equal (Sum of Lines 1, 2, 3, 4 and 5) | 36,786 |
|--|--------|

Maintenance Pricing Years 2 - 5

| | | |
|---|---|-----------|
| 6 | * Year 2 Annual 5x9 Maintenance Support Price | 21,168*** |
| 7 | * Year 3 Annual 5x9 Maintenance Support Price | 22,264*** |
| 8 | * Year 4 Annual 5x9 Maintenance Support Price | 23,338*** |
| 9 | * Year 5 Annual 5x9 Maintenance Support Price | 24,505*** |

TOTAL BID

| | |
|--|---------|
| TOTAL BID for EMC RecoverPoint for Virtual Machines (RP4VM) and 5 Years Maintenance Support (Sum of Lines 1, 2, 3, 4, 5, 6, 7, 8, 9) | 128,061 |
|--|---------|

* Maintenance pricing for years 2 through 5 will not be a part of the award for this bid and will be handled as a change order in each successive year.

⊗ EMC SKU RP-LS is no longer available. EMC has substituted SKU 458-000-228

** Style M-PRESW-001 is EMC Premium SW Support and is 24 x77 x 4 hour support, not 5 x 9 support coverage as CRFQ outlined.

*** Future year maintenance prices, contracted for in advance, to possibly be acquired and paid for in the future are shown at list price with a 5% annual increase. To realize a significant savings, consider Unisys' "alternative response" to prepay the five years.

Exhibit A - Pricing Page - Solicitation Response

State of West Virginia - CRFQ AUD1600000003 Recover Point for VM or Equal (ID: 162048)

| Qty | Unisys Style | EMC SKU | Description | Extended List Price USD | Unit Price USD | Extended Net Price USD | Discount Amount | Discount % |
|---|---------------|----------------|---------------------------------------|-------------------------|----------------|------------------------|-----------------|------------|
| Maintenance: | | | | | | | | |
| Maintenance Level (HW and SW) : 24x7 4 Hour Response for 1 year | | | | | | | | |
| | | M-PRESW-001 * | Maintenance | 20,160 | | 7,066 | 13,104 | 65% |
| Software : | | | | | | | | |
| 70 | OPN458106-720 | 458-106-720 | RecoverPoint for VM (15-99 VM)=IB | 86,800 | 404 OTC | 28,280 | 58,520 | 67% |
| 1 | OPN1000-GPL | RP-LNX-GPL | RECOVERPOINT LINUX GPLV3 DISTRIBUTION | 0 | 0 OTC | 0 | | |
| 1 | OPN458000-228 | 458-000-228 ** | RECOVERPOINT FOR VM PRODUCT | 0 | 0 OTC | 0 | | |
| | | | Software | 86,800 | | 28,280 | 58,520 | 67% |
| Services : | | | | | | | | |
| 1 | OPN100-VML | PS-BAS-RPVMGL | RP FOR VM IMPLEMENTATION ASSISTANCE | 1,450 | 1,450 | 1,450 | | |
| | | | Services | 1,450 | | 1,450 | | 0% |
| | | | Configuration | 108,410 | | 38,786 | 71,624 | 68% |

* Style M-PRESW-001 is EMC Premium SW Support and is 24 X 7 X 4 hour support, not 5 X 9 support coverage as CRFQ outlined.
 ** EMC SKU RP-LS is no longer available. EMC has substituted EMC SKU 458-000-228

Exhibit B - Pricing Page - "ALTERNATIVE RESPONSE"

EMC RecoverPoint for Virtual Machines (RP4VM) or Equal

| Line # | Quantity | Description | Purchase Price |
|---------------|-----------------|--|-----------------------|
| 1 | 1 | RecoverPoint License Solution EMC-Part# RP-LS or Equal (*) | 0 |
| 2 | 70 | RecoverPoint 70 Client Licenses EMC-Part# 456-106-720 or Equal | 28,280 |
| 3 | 1 | RecoverPoint Linux GPLv3 Distribution EMC- Part# RP-LNX-GPL or Equal | 0 |
| 4 | 1 | RecoverPoint for Virtual Machines or Equal Implementation | 1,450 |

Maintenance Year 1

| | | | |
|---|---|----|-------|
| 5 | * Year 1 Annual 5x9 Maintenance Support Price EMC- Part# M-PRESW-001 or Equal | ** | 7,056 |
|---|---|----|-------|

TOTAL Product, Implementation and Year 1 Maintenance

| | |
|---|---------------|
| TOTAL FOR EMC - RecoverPoint for Virtual Machines (RP4VM) or Equal (Sum of Lines 1, 2, 3, 4 and 5) | 36,786 |
|---|---------------|

Maintenance Pricing Years 2 - 5

| | | |
|---|---|----------|
| 6 | * Year 2 Annual 5x9 Maintenance Support Price | 7,056*** |
| 7 | * Year 3 Annual 5x9 Maintenance Support Price | 7,056*** |
| 8 | * Year 4 Annual 5x9 Maintenance Support Price | 7,056*** |
| 9 | * Year 5 Annual 5x9 Maintenance Support Price | 7,056*** |

TOTAL BID

| | |
|---|---------------|
| TOTAL BID for EMC RecoverPoint for Virtual Machines (RP4VM) and 5 Years Maintenance Support (Sum of Lines 1, 2, 3, 4, 5, 6, 7, 8, 9) | 65,010 |
|---|---------------|

* Maintenance pricing for years 2 through 5 will not be a part of the award for this bid and will be handled as a change order in each successive year.

(*) EMC SKU RP-LS is no longer available. EMC has substituted SKU 458-000-228

** Style M-PRESW-001 is EMC Premium SW Support and is 24 x 7 x 4 hour support, not 5 x 9 support coverage as CRFQ outlined.

*** Five year total prepay offers a significant savings for the State of West Virginia.

Exhibit B - Pricing Page - Alternative Response

State of West Virginia - CRFQ AUD1600000003 Recover Point for VM or Equal (ID: 162777)

Configuration ID: 366705

| Qty | Uniqye Style | EMC SKU | Description | Extended List Price USD | Unit Price USD | Extended Net Price USD | Discount Amount | Discount % |
|---|---------------|----------------|--|----------------------------|-------------------|------------------------------|--------------------|---------------|
| Maintenance: | | | | | | | | |
| Maintenance Level (HW and SW) : 24x7 4 Hour Response for 5 years | | | | | | | | |
| M-PRESW-001 * | | | | | | | | |
| | | | Year 1 | 20,160 | 7,056 | 7,056 | | |
| | | | Year 2 | 20,160 | 7,056 | 7,056 | | |
| | | | Year 3 | 20,160 | 7,056 | 7,056 | | |
| | | | Year 4 | 20,160 | 7,056 | 7,056 | | |
| | | | Year 5 | 20,160 | 7,056 | 7,056 | | |
| | | | Maintenance | 100,800 | | 35,280 | 65,520 | 65% |
| Software : | | | | | | | | |
| 70 | OPN456106-720 | 456-106-720 | RecoverPoint for VM (15-99 VM)=IB | 86,800 | 404 OTC | 28,280 | 58,520 | 67% |
| 1 | OPN1000-GPL | RP-LNX-GPL | RECOVERPOINT LINUX GPLV3 DISTRIBUTION | 0 | 0 OTC | 0 | | |
| 1 | OPN458000-228 | 458-000-228 ** | RECOVERPOINT FOR VM PRODUCT | 0 | 0 OTC | 0 | | |
| | | | Software | 86,800 | | 28,280 | 58,520 | 67% |
| Services : | | | | | | | | |
| 1 | OPN100-VML | PS-BAS-RPVMGL | RP FOR VM IMPLEMENTATION ASSISTANCE | 1,450 | 1,450 | 1,450 | | |
| | | | Services | 1,450 | | 1,450 | | 0% |
| | | | Configuration | 189,050 | | 65,010 | 124,040 | 68% |

* M-PRESW-001 is EMC Premium SW Support and is 24 X 7 X 4 hour support, not 5 X 9 support coverage as CRFQ outlined.

** SKU RP-LS is no longer available. EMC has substituted EMC SKU 458-000-228

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: Unisys Corporation

Signed: Thomas P. Murray

Date: 2/24/2016

Title: Contracts Manager

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: Unisys Corporation

Authorized Signature: Thomas P. Mannix Date: 2/24/2016
Thomas P. Mannix, Contracts Manager

State of New Jersey

County of Union, to-wit:

Taken, subscribed, and sworn to before me this 24th day of February, 2016.

My Commission expires May 24, 2016

AFFIX SEAL HERE

NOTARY PUBLIC Karen A. DeMaio
KAREN F. DeMAIO
NOTARY PUBLIC OF NEW JERSEY
MY COMMISSION ENDS 05/24/16
Purchasing Affidavit (Revised 08/01/2015)