



This is a sealed bid response to CRFQ 0210 ISCI1700000001

Buyer : Stephanie L. Gale
Solicitation Number: CRFQ 0210 ISCI1700000001
Bid Opening Date: September 13, 2016
Bid Opening Time: 1:30 PM
FAX Number: (304) 558-3970

From: SLAIT Consulting
Mike Sparrer
Account Executive
(540) 230-3807

09/13/16 13:16:03
WU Purchasing Division



www.slaitconsulting.com

804.270.4900 Tel
804.270.1091 Fax

4405 Cox Rd., Suite 100
Glen Allen, VA 23060

September 13, 2016
Stephanie Gale
Buyer
State of West Virginia Purchasing Division
2019 Washington Street East
Charleston WV, 25305

Dear Stephanie,

Thank you for giving SLAIT Consulting and Veritas the opportunity to propose a solution for your Data Backup system RFQ. We believe that our partnership, coupled with our service experience and familiarity with your requirements will be perfectly matched to this project. SLAIT Consulting is not a multi-billion dollar conglomerate, but rather an organization that operates as an extension of our clients IT teams. Every client has unique needs and SLAIT tailors our solutions to meet those specific requirements.

SLAIT is in its 25th year of delivering products and services to our clients. Our longevity is a testament to our engineers and Account Executives abilities to remain relevant to their clients, leveraging the right technologies and services at the right time to keep our customers running, prospering and current. SLAIT has a strong balance sheet with zero debt, strong banking relationships to finance projects of any size and a commitment to maintain the same in the future. The state of West Virginia can count on solutions to their technical problems delivered by professionals at every level.

SLAIT Consulting will give this project the time, attention to detail, and commitment that will be required to make this engagement successful. We have a proven track record designing and implementing Data Backup solutions and will take the time to customize the solution to meet the specific requirements that you have today, and in the future.

SLAIT maintains strong partnerships with the industry's leading hardware and software manufacturers. For the solution that the State of West Virginia is seeking, we are partnered with Veritas. Through our strategic partnership, Veritas and SLAIT continue to demonstrate innovation and market leadership together, as evidenced by the hundreds of joint customers that have been able to enjoy the fully optimized solutions that allow businesses to better protect, manage, and recover critical data anytime and anywhere.

SLAIT Consulting is uniquely qualified to deliver flexible strategic and tactical solutions with resources that contain the right mix of technical competence and professional manner. As you read through this proposal, know that we have the partnerships, experience, skills and processes to successfully meet your requirements.

Thank you again for your time and consideration.

Best Regards,

Mike Sparrer
Account Executive, SLAIT Consulting

This is a sealed bid response to CRFQ 0210 ISCI1700000001

Following Pages: Bid Documents and Signed Sheets

**From: SLAIT Consulting
Mike Sparrer
Account Executive
(540) 230-3807**



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: 235721

Doc Description: Data Backup System

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-07-22	2016-08-17 13:30:00	CRFQ 0210 ISC1700000001	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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN # 20-2709031

DATE 9/12/16

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

REQUEST FOR QUOTATION
Data Backup System

SPECIFICATIONS

- 1. PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Office of Technology to establish a contract for the one time purchase of its Data Backup system to include: hardware, software, support and maintenance.

CURRENT ENVIRONMENT - The State currently owns three (3) Avamar hardware and software systems. Two of these are Avamar Generation 3 grids with one Generation 4 NDMP node, each with 24 TB of storage capacity, located in the Data Center in Building 6 on the State Capitol Complex in Charleston, WV. The third grid is located at the State's Secondary Data Center in Flatwoods, WV. This grid is a Generation 4 grid with 72 TB of storage capacity, consisting of a utility node and nine data storage nodes (7.8 TB each). There is currently no data replication between any of these grids. All three grids are being used for primary backups. The grids are currently running Avamar software version 6.1.1-87. Each grid also includes network switches.

- 2. DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.

2.1 "Contract Item" means to replace the current Avamar hardware and system as more fully described by these specifications.

2.2 "Pricing Page" means the pages, contained in wvOASIS or attached as Exhibit A, upon which Vendor should list its vendor price for the Contract Items.

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

2.4 "EMC" means EMC Corporation, a vendor of the Avamar backup system.

2.5 "NDMP" means Network Data Management Protocol, which is a means of transporting data between network attached storage devices and backup devices.

- 3 GENERAL REQUIREMENTS: Mandatory Contract Item Requirements:** The Vendor must provide all hardware, software, and services necessary to replace or upgrade the existing Avamar systems. Contract Item must meet or exceed the mandatory requirements listed below.

REQUEST FOR QUOTATION
Data Backup System

3.1 General Vendor Specifications

- 3.1.1** The Vendor must list the costs of all contract items; hardware, software, services, implemented, testing, training, maintenance, and 48-month warranty, being bid in its response to this RFQ in Attachment A. This list must reflect the total cost of the bid for the covered period, which is four (4) years. In the event of an upgrade/update during the life of this contract, the vendor must include the costs associated with the four (4) years of support/maintenance for any hardware/software that will be repurposed with the upgraded system.
- 3.1.2** Data duplication must be provided in the system.
- 3.1.3** The vendor system must provide for encrypting data that is backed up, both in flight and at rest.
- 3.1.4** At the completion of the transition of all data to the vendor system, the Vendor must provide secure erasure/destruction of all data on all deinstalled hardware prior to its removal from State premises, and certify in writing that the data is non-recoverable. NIST Purge Standards (<http://nvlpubs.nist.gov/nistpubs/SpecialPublications/NIST.SP.800-88r1.pdf>) must, at a minimum, be met. The Vendor will then remove and dispose of the deinstalled hardware.
- 3.1.5** The vendor system must be protecting a minimum of 200 TB of production data. This data will be backed up daily, and have a 30-day retention period. Both the Charleston and Flatwoods locations must protect this minimum amount. The protection of 200 TB of production data equates to logical protection of 6.0 PB of data (200 TB per day x 30-day retention at both the Charleston and Flatwoods locations).
- 3.1.6** Of the 200 TB of protected data, the vendor system must protect a combined 150 TB of SAN data via NDMP from an EMC VNX5700 located in the Charleston Data Center and an EMC VNX5500 located in the Flatwoods Data Center, and 50 TB of file data.
- 3.1.7** Automated replication of backed-up data between both sites (Charleston and Flatwoods) must also be part of the vendor system. Both sites must perform backups. Both sites must send and receive replicated data to and from the other site. Daily replication between the sites, after the initial full backups and replication, must complete within

REQUEST FOR QUOTATION
Data Backup System

- 14 hours over a 1GB circuit. The current average change rate is approximately 3.5% per day, but could rise due to growth.
- 3.1.8** The vendor system must back-up data on the following operating systems and environments running on all capable hardware platforms:
- 3.1.8.1** AIX 6.1 and later
 - 3.1.8.2** HP-UX version 11 iv3 and later
 - 3.1.8.3** Red Hat Enterprise Linux v4 and later
 - 3.1.8.4** SUSE Linux 9 and later
 - 3.1.8.5** VMWare ESX
 - 3.1.8.6** Windows Server 2003 and later
- 3.1.9** The vendor system must back-up the following applications and data without affecting operation of the system in production:
- 3.1.9.1** Oracle 10gR1 and later
 - 3.1.9.2** SharePoint 2010 and later
 - 3.1.9.3** SQL Server 2005 and later
- 3.1.10** The vendor system must support 'on-demand' client backups and file restores.
- 3.1.11** The vendor system must support ad-hoc data restores from any previous backup within the retention period.
- 3.1.12** The vendor system must support ad-hoc data restores of any individual database, folder, or file that has been backed up.
- 3.1.13** The Agency must monitor usage throughout its billing periods. Usage information must be detailed and metered so that each protected client can be tracked by amount of data protected. A single monthly usage figure without detail is not acceptable.
- 3.1.14** Vendor should provide with bid, a complete list of products used in quoted solution, but must provide it prior to award.
- 3.1.15** Vendor should provide with bid, manufacturer specifications for items on their product list as applicable, but must provide it upon request.
- 3.1.16** Vendor must provide a minimum of 3 hours of training for a minimum of three (3) end-users and a maximum of three (3) days of eight (8) hours a day for a maximum of three (3) end-users. The amount of training required will depend upon the WVOT technician's familiarity with the solution awarded. Travel costs and accommodations must be included in the overall cost of the new system.

3.2 Service and Support Level

REQUEST FOR QUOTATION
Data Backup System

- 3.2.1** The Vendor must warranty and maintain the system for a period of forty-eight (48) months, effective upon acceptance of the equipment by the Agency. During this 48-month period, the Vendor shall make any necessary repairs, replace any defective parts, perform preventive maintenance, implement engineering changes and modifications to hardware and software and otherwise maintain the system at no additional cost to the Agency.
- 3.2.2** The Vendor must provide escalating, multilevel support services. This service must be 24 hours a day, 7 days a week, 365 days a year (phone, email, chat), with a non-critical response time of four (4) hours, and a critical-response time of two (2) hours. Criticality will be determined by WVOT personnel.

3.3 Specification for System Acceptance

- 3.3.1** The agency will formally accept the system after the hardware and software have been implemented and confirmed to be working properly for 30 days without any issues. The Agency will issue a request for Change Order to the West Virginia Purchasing Division stating acceptance of the system, thereby beginning the forty-eight (48) months of warranty as specified in Section 4.1.

4. CONTRACT AWARD:

- 4.1 Contract Award:** The Contract is intended to provide Agency with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

Pricing Page: The Vendor must complete the Pricing Page (Attachment A) by entering the total price for the system (including delivery, implementation, testing, on-site training, maintenance, and 48-month warranty). The Vendor must identify the part number, component description, quantity, and unit price for Charleston and Flatwoods separately. The Pricing Page is in an editable mode so that vendors can add/subtract line items as required for their vendor solution. Please calculate the Subtotal and Total in the fields provided. In the event of a vendor miscalculation, the unit price will prevail. The Vendor must complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in the Vendor's bid being disqualified.

- 4.1.1** The Vendor should electronically enter the information into the Pricing Page as an electronic document. A wvOasis Pricing Page will not be available in this solicitation, as different solutions may

REQUEST FOR QUOTATION
Data Backup System

have a different number of line items in their individual vendor solution. The Vendor can request an electronic copy of the Pricing Page for bid purposes by sending an email request to the following address: Stephanie.L.Gale@wv.gov.

VENDOR'S WHO WISH TO RESPOND TO A CENTRALIZED REQUEST FOR QUOTATION (CRFQ) ONLINE MAY SUBMIT INFORMATION THROUGH THE STATE'S WVOASIS VENDOR SELF SERVICE (VSS). VENDORS SHOULD DOWNLOAD THE ATTACHMENT "A": PRICING PAGE THAT IS ATTACHED SEPARATELY TO THE CRFQ AND PUBLISHED TO THE VSS. VENDORS MUST COMPLETE THIS FORM WITH THEIR PRICE INFORMATION AND INCLUDE IT AS AN ATTACHMENT TO THEIR ONLINE RESPONSE WITH AN ATTACHMENT TYPE OF XLS OR PDF, TITLED "PRICING". THE PRICING PAGE ATTACHMENTS (PRICING) ARE THEN DOWNLOADED BY THE BUYER DURING THE SCHEDULED BID OPENING FOR BID EVALUATION.

IF UNABLE TO RESPOND ONLINE, THE VENDOR MUST SUBMIT THE ATTACHMENT "A" PROPOSAL FORM/PRICING PAGES WITH YOUR BID PRIOR TO THE SCHEDULED BID OPENING DATE.

5. PAYMENT:

5.1 Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

REQUEST FOR QUOTATION
Data Backup System

6. DELIVERY AND RETURN:

- 6.1 Shipment and Delivery:** Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order. Vendor shall deliver the Contract Items within 30 working days after receiving a purchase order. Contract Items must be delivered to the Agency at Building 6, Room B-110, 1900 Kanawha Blvd E., Charleston, WV 25305 and 89 Richard Minnich Dr., Sutton, WV 26601, as applicable. Please note that the Charleston location has a loading dock while the Flatwoods location does not.
- 6.2 Late Delivery:** The Agency placing the order under this Contract must be notified in writing if the shipment of the Contract Items will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the Contract, and/or obtaining the Contract Items from a third party.
- 6.3 Delivery Payment/Risk of Loss:** Vendor shall deliver the Contract Items F.O.B. destination to the Agency's location.
- 6.4 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.
- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.
- 7 TRAVEL:** Vendor shall be responsible for all mileage and travel costs, including travel time, associated with performance of this Contract. Any anticipated mileage or travel costs may be included in Vendor's bid. Such costs will not be paid by the Agency separately.

**REQUEST FOR QUOTATION
Data Backup System**

8 VENDOR DEFAULT:

8.1 The following shall be considered a vendor default under this Contract.

8.1.1 Failure to provide Contract Items in accordance with the requirements contained herein.

8.1.2 Failure to comply with other specifications and requirements contained herein.

8.1.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

8.1.4 Failure to remedy deficient performance upon request.

8.2 The following remedies shall be available to Agency upon default.

8.2.1 Immediate cancellation of the Contract.

8.2.2 Immediate cancellation of one or more release orders issued under this Contract.

8.2.3 Any other remedies available in law or equity.

Charleston Solution

Part Number	Description	Quantity	Unit Price	Extended Cost
16422-M4213	NETBACKUP APPLIANCE 5240 4TB 4 1GB ETHERNET - 2 10GBT CU ETHERNET - 6 10GB SFP ETHERNET - 2 8GB FIBRE CHANNEL STANDARD APPLIANCE + ESSENTIAL MAINTENANCE BUNDLE INITIAL 48MO GOV	1	\$25,559.80	\$25,559.80
16454-M4213	NETBACKUP APPLIANCE 5240 103TB 4 1GB ETHERNET - 2 10GBT CU ETHERNET - 6 10GB SFP ETHERNET - 2 8GB FIBRE CHANNEL STANDARD APPLIANCE + STANDARD MAINTENANCE BUNDLE INITIAL 48MO GOV	1	\$88,590.18	\$88,590.18
10278-M3	EDUCATION TRAINING CREDITS USD (101-300 CREDITS) GOV - Also Applies to Flatwoods	114	\$90.10	\$10,271.40
10915-M0449	NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 151 to 250 GOV	150	\$2,068.01	\$310,201.50
10915-M0449-22	ESSENTIAL 48 MONTHS INITIAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 151 to 250 GOV	150	\$1,906.09	\$285,913.50
10654-M0034	ADVANCED ACCESS FOR NETBACKUP BUNDLE INITIAL 48MO GOV BUSINESS CRITICAL SERVICES	1	\$52,741.15	\$52,741.15
10050-M3	IMPLEMENTATION SERVICES	1	\$138,448.48	\$138,448.48
Subtotal				\$911,726.01

Flatwoods Solutions

Part Number	Description	Quantity	Unit Price	Extended Cost
16422-M4213	NETBACKUP APPLIANCE 5240 4TB 4 1GB ETHERNET - 2 10GBT CU ETHERNET - 6 10GB SFP ETHERNET - 2 8GB FIBRE CHANNEL STANDARD APPLIANCE + ESSENTIAL MAINTENANCE BUNDLE INITIAL 48MO GOV	1	\$25,559.80	\$25,559.80
16373-M4213	NETBACKUP APPLIANCE 5240 53TB 4 1GB ETHERNET - 2 10GBT CU ETHERNET - 6 10GB SFP ETHERNET - 2 8GB FIBRE CHANNEL STANDARD APPLIANCE + ESSENTIAL MAINTENANCE BUNDLE INITIAL 48MO GOV	1	\$63,734.67	\$63,734.67
10915-M0449	NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 151 to 250 GOV	50	\$2,068.01	\$103,400.50
10915-M0449-22	ESSENTIAL 48 MONTHS INITIAL FOR NETBACKUP PLATFORM BASE COMPLETE ED XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE QTY 151 to 250 GOV	50	\$1,906.09	\$95,304.50
Subtotal				\$287,999.47

Grand Total **\$1,199,725.48**

Per Section 3.1.1 and 4.1 : Complete the Pricing Page (Attachment A) by entering the total price for the system (including delivery, implementation, testing, training, maintenance, and 48-month warranty). The Vendor must identify the part number, component description, quantity, and unit price for Charleston and Flatwoods separately. The Pricing Page is in an editable mode so that vendors can add/subtract line items as required for their vendor solution.

RFQ No. 0210 ISC17000000

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: SCAIT CONSULTING

Authorized Signature: [Signature] Date: 9/13/16

State of Virginia

County of Montgomery, to-wit:

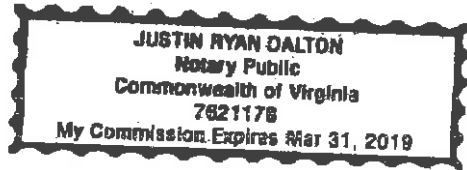
Taken, subscribed, and sworn to before me this 13th day of September, 2016

My Commission expires 3-31-19, 2019.

AFFIX SEAL HERE

NOTARY PUBLIC

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



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: SCAIT Consulting

Signed: [Signature]

Date: 9/12/16

Title: Account Executive



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: 235721

Doc Description: Addendum #1 - Data Backup System

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-08-09	2016-08-17 13:30:00	CRFQ 0210 ISC1700000001	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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X *Michael W. Sparrer*

FEIN # 20-2709031

DATE 9/12/16

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



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: 235721

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Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-08-09	2016-08-17 13:30:00	CRFQ 0210 ISC1700000001	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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L. Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN # 20-2709031

DATE 9/12/16

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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: 235721

Doc Description: Addendum #2 - Data Backup System

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-08-10	2016-08-30 13:30:00	CRFQ 0210 ISC1700000001	3

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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN # 20-2709031

DATE 9/12/16

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

State of West Virginia
Request for Quotation
21 - Info Technology

Proc Folder: 235721

Doc Description: Addendum #3 - Data Backup System

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-08-23	2016-08-30 13:30:00	CRFQ 0210 ISC1700000001	4

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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN #

20-2709031

DATE

9/12/16

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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: 235721

Doc Description: Addendum #4 - Data Backup System

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-08-29	2016-09-13 13:30:00	CRFQ 0210 ISC1700000001	5

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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN # 20-2709031

DATE 9/12/16

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Purchasing Division
2019 Washington Street East
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State of West Virginia
Request for Quotation
21 - Info Technology

Proc Folder: 235721

Doc Description: Addendum #5 - Data Backup System

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-09-01	2016-09-13 13:30:00	CRFQ 0210 ISC1700000001	6

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:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN # 20-2709031

DATE 9/12/16

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

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: 0210 1SC170000001

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 checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input checked="" type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may 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.

SCAIT CONSULTING
Company

[Signature]
Authorized Signature

9/12/16
Date

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

This is a sealed bid response to CRFQ 0210 ISCI1700000001

Following Pages: SLAIT Bid Response Document

**From: SLAIT Consulting
 Mike Sparrer
 Account Executive
 (540) 230-3807**

VERITAS



SLAIT Consulting Solution Proposal

Data Backup Solution to Support the West Virginia Office of Technology's Data Backup Initiative

Prepared by:

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SLAIT Consulting

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Glen Allen, VA 23060



Innovative Solution to Meet the State of West Virginia's Data Backup Needs

1 The Veritas Solution

Enterprise-class data protection

Long recognized as the market leader of enterprise backup and recovery software, Veritas NetBackup™ is built to protect the largest and most demanding data center environments. NetBackup delivers breakthrough capabilities for virtualized systems that go well beyond what traditional backup practices can achieve. A single, intuitive management console reveals all backup and recovery activity, allowing consistent policies and service levels to be enforced across the enterprise.

- **Comprehensive**—As a single solution to protect all of your data assets, NetBackup provides support for virtually every popular server, storage, hypervisor, database, and application platform used in the enterprise today.
- **Scalable**—High performance, elastic automation, and centralized management based on a flexible, multitier architecture enables NetBackup to adapt to the growing needs of a fast-paced, modern enterprise data center.
- **Integrated**—From backup appliances to big data platforms, NetBackup integrates at every point in the technology stack to improve reliability and performance. OpenStorage Technology (OST) provides even tighter integration with third-party storage and snapshot solutions.
- **Innovative**—With hundreds of patents awarded in areas including backup, recovery, virtualization, deduplication, and snapshot management, NetBackup continues a long tradition of bringing advanced technologies to market first. No backup software has won Best of VMworld as many times as NetBackup.2
- **Proven**—For over a decade, NetBackup has led the industry as the most popular enterprise data protection software by market share and is used by many of the largest enterprises on the planet. When you need your data back, you can trust NetBackup.
- **Copilot for Oracle®**—Revolutionary new way to protect and manage Oracle database data. Oracle DBAs maintain control over primary backup and recovery operations while secondary operations (duplication, replication, cataloguing) are managed by NetBackup admins and policies. This feature requires the NetBackup Appliance.
- **Accelerator for NDMP**—Extends the Accelerator feature to protect NetApp® systems via the NDMP protocol. Full backup times are reduced to a fraction of what they would normally be.
- **Enhanced Amazon® S3 Cloud Connector**—Significantly increases backup and recovery performance to Amazon® S3 cloud storage. Cloud storage providers that use S3 protocols can be supported (after a certification process), greatly expanding the available selection of cloud storage providers.
- **Intelligent Policy for Microsoft® Hyper-V and SQL Server®**—Extends the Intelligent Policy feature to include Hyper-V and SQL Server policies, allowing new virtual machines and instances to be discovered and protected, and simplifying other aspects of management.
- **Console plug-ins for Hyper-V and VMware®**—A new Hyper-V "add-in" for Microsoft® System Center Virtual Machine Manager (SCVMM) will give VM admins direct control over certain backup and restore operations. A new VMware plug-in based on the VMware vSphere® web client will provide many of the same capabilities as the previous C# plug-in, while also adding the ability for VM admins to launch Instant Recovery operations.



Innovative Solution to Meet the State of West Virginia's Data Backup Needs

- **NetApp Clustered Data ONTAP® support**— NetApp's scale-out architecture is based on Clustered Data ONTAP, also called cDOT. In order to support this next generation NetApp environment, NDMP and Replication Director require special integration with cDOT.
- **VMware® Virtual Volume support**—Extends NetBackup workload support to include vSphere 6 storage based on Virtual Volumes (VVOL).
- **Veritas NetBackup™ Self Service**—Offers business users a single “store front” to perform self-service backups and restores using custom-designed interfaces. A single instance can register multiple tenants to allow secure separation. Flexible forms and workflows cater to most self-service needs. SLA measurement, notification, and reporting make it easy to manage.
- **Integration with Veritas™ Information Map**—Provides a graphical overview of an organization's data, including volume, location, and certain other metadata attributes. This separate offering utilizes NetBackup catalog data to populate its database.

Veritas truly allows you to protect any workload including:

- Operating Systems
- Virtual Systems
- Database and applications
- Storage Systems
- Cloud Platforms

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Consulting

Innovative Solution to Meet the State of West Virginia's Data Backup Needs

Vendor Profiles

SLAIT Consulting

SLAIT Consulting, LLC is in its 24th year of delivering IT solutions across the technical areas of our commercial and government clients. Our long history in the world of ever-changing technologies demonstrates SLAIT's ability to remain relevant to our customers by knowing when and how to migrate our client's technical environments to their next generation requirements.

SLAIT is a debt free, \$115MM company and has been in business for over 23 years. Our DUNS # is 060246423. Should the SLAIT team be down selected as a finalist, SLAIT agrees to provide financial statements for the past two years should Liberty need to accurately assess the financial stability and viability; and, conclude that our team has the financial strength to deliver all aspects of the consulting services requested.

SLAIT is in the business of developing and delivering fully integrated technology and staffing solutions to their clients. SLAIT was incorporated in the Commonwealth of Virginia on 26 September 1990 by Denise and Casey Robinson, offering telecommunication products, services, and solutions to commercial and government business sectors. Since its founding, SLAIT has established a history of exemplary performance on commercial and government contracts with a proud tradition of high integrity and ethical values supported by accepted accounting practices, operational controls, and documented procedures. Through their offices in Virginia Beach, VA, Austin, TX, Richmond, VA, Gaithersburg, MD, New York, NY and Raleigh, NC, SLAIT delivers complex systems, custom staffing and outsourced solutions, systems integration projects, electronic security and satellite communications offerings. SLAIT is a team of over 350 technology professionals who are experienced, trained, and certified in a myriad of practices. SLAIT designs, implements, manages, and supports information technology applications, infrastructure (desktops and data centers), and operations that are vital to the mission critical operations of organizations throughout the country.

SLAIT Delivers More. SLAIT is uniquely qualified to deliver flexible solutions with resources that contain the right mix of technical competence and professional manner. SLAIT's 3 lines of business deliver a full range of solutions. These lines of business are:

- **Product Solutions:** Since SLAIT is a reseller of many top tier product manufacturers, we invest heavily in our engineers' training and certifications in those product sets. SLAIT currently has vendor trained and certified resources for all their established relationships. Our consultative approach covers all aspects of the analysis, design, implementation and management strategy our clients demand in the vertical specialties. In addition, as Value Added Reseller, we are given access to hardware and software without cost to conduct R&D efforts. In order for the SLAIT team to deliver top tier solutions that leverage best in class technologies, SLAIT maintains a working technology lab, leveraging our deep relationships with hardware and software manufacturers, where solutions can be architected and tested. Many times our clients are not able to get access to certain technologies or hardware configurations in a timely manner. SLAIT can quickly configure complex, multi-vendor implementations to demonstrate functionality or to provide a technical proof of concept without incurring expensive software and hardware licensing fees. Additionally, this provides a bench of

VERITAS**SLAIT**
Consulting

Innovative Solution to Meet the State of West Virginia's Data Backup Needs

engineers to draw from for emergency situations, quick troubleshooting, architectural discussions and turn-key solutions.

- **People Solutions:** This line of business is the staff augmentation delivery arm for traditional contract, contract to hire and permanent placement solutions. The ability to locate, acquire and deliver the right resource at the right time for short term or long term needs is the hallmark of our team of technical recruiters and salespeople. This group delivers just-in-time technical resources spanning from months to years, including permanent placement for over 100 state and local governments and commercial clients. This is the organic engine that keeps our help desk operations fully staffed.
- **Process Solutions:** For solutions based on service level agreements and/or based on a longer length of time, i.e., over a year, SLAIT delivers managed solutions. We currently have clients where SLAIT delivers solutions ranging from help desks to complete IT infrastructures. Our help desk solution is detailed through this response.

VERITAS

The exponential growth of data and the resources needed to manage it is one of the most pressing issues facing business today. And it's not just the amount of data. It's where it lives and how it travels between private clouds, public clouds and back to on premises. In these increasingly complex IT environments, it's important to focus on what's constant: the data.

Every one of our information management solutions – from business continuity to back up and recovery to software defined storage and information governance – is designed around the principle that information is more important than infrastructure. Veritas has the privilege to help the world's organizations - including 86% of the global Fortune 500 - collect, protect, analyze and optimize their data, even in the most demanding environments.

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END OF RESPONSE

From: SLAIT Consulting
Mike Sparrer
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