



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

## Header 3

[List View](#)

## General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 655561

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0210

Vendor ID: VS0000005742

SO Doc ID: ISC2000000010

Legal Name: vCloud Tech Inc

Published Date: 12/9/19

Alias/DBA:

Close Date: 12/16/19

Total Bid: \$278,540.00

Close Time: 13:30

Response Date: 12/16/2019

Status: Closed

Response Time: 13:28

Solicitation Description: Addendum 2-EndPoint Detection and Response Software - OT1912

Total of Header Attachments: 3

Total of All Attachments: 3



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 655561

**Solicitation Description :** Addendum 2-EndPoint Detection and Response Software - OT1912

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2019-12-16 13:30:00	SR 0210 ESR12161900000003656	1

**VENDOR**

VS0000005742

vCloud Tech Inc

**Solicitation Number:** CRFQ 0210 ISC2000000010

**Total Bid :** \$278,540.00

**Response Date:** 2019-12-16

**Response Time:** 13:28:15

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**

Jessica S Chambers  
 (304) 558-0246  
 jessica.s.chambers@wv.gov

**Signature on File**

**FEIN #**

**DATE**

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	CNTRCT ITEM: Containment Remediation Reporting & Monitoring	2000.00000	EA	\$32.320000	\$64,640.00

Comm Code	Manufacturer	Specification	Model #
43233204			

<b>Extended Description :</b>	4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring 4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Opt Renew Y2 - Cntrct Item: Contain Remediate Report Monitor	2000.00000	EA	\$33.930000	\$67,860.00

Comm Code	Manufacturer	Specification	Model #
43233204			

<b>Extended Description :</b>	4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring 4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.
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**Comments:** Provided pricing for option years are not locked.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Opt Renew Y3 - Cntrct Item: Contain Remediate Report Monitor	2000.00000	EA	\$35.620000	\$71,240.00

Comm Code	Manufacturer	Specification	Model #
43233204			

<b>Extended Description :</b>	4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring 4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.
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**Comments:** Provided pricing for option years are not locked.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Opt Renew Y4 - Cntrct Item: Contain Remediate Report Monitor	2000.00000	EA	\$37.400000	\$74,800.00

Comm Code	Manufacturer	Specification	Model #
43233204			

<b>Extended Description :</b>	4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring 4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.
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**Comments:** Provided pricing for option years are not locked.



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: 655561

Doc Description: Addendum 2-EndPoint Detection and Response Software - OT1912

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2019-12-09	2019-12-16 13:30:00	CRFQ 0210 ISC2000000010	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:

vCloud Tech Inc.  
 609 Deep Valley Drive Suite 200  
 Rolling Hills Estates,90274  
 (833) 482-5683

**FOR INFORMATION CONTACT THE BUYER**

Jessica S Chambers  
 (304) 558-0246  
 jessica.s.chambers@wv.gov

Signature X

*Nadia Khan*

FEIN # 46-3104792

DATE 12/16/2019

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

**ADDITIONAL INFORMATION:**

Addendum

Addendum No.02 is being issued to extend the bid opening date one week to give the agency enough time to address all technical questions received.

New date and time is: 12/16/2019 at 1:30 PM (EST).

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The West Virginia Purchasing Division is soliciting bids on behalf of The WV Office of Technology to establish an open-end contract for an End Point Detection and Response Software to support endpoints across the state of West Virginia but can be managed centrally. This service will assist in the continuous monitoring and response to advanced cyber security threats. The open-end contract resulting from this solicitation will provide licensing for this platform, as needed per the terms and conditions and specifications as attached.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	CNTRCT ITEM: Containment Remediation Reporting & Monitoring	2000.00000	EA	32.32	\$64,640.00

Comm Code	Manufacturer	Specification	Model #
43233204			

**Extended Description :**

4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring

4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.

4.1.1.2 The Vendor must provide a cloud-based software as a service solution that can be centrally managed by a West Virginia Office of Technology Administrator.

For further details see attached specifications .

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Opt Renew Y2 - Cntrct Item: Contain Remediate Report Monitor	2000.00000	EA	33.93	\$67,860.00

Comm Code	Manufacturer	Specification	Model #
43233204			

**Extended Description :**

4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring

4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.

4.1.1.2 The Vendor must provide a cloud-based software as a service solution that can be centrally managed by a West Virginia Office of Technology Administrator.

For further details see attached specifications.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Opt Renew Y3 - Cntrct Item: Contain Remediate Report Monitor	2000.00000	EA	35.62	\$71,240.00

Comm Code	Manufacturer	Specification	Model #
43233204			

**Extended Description :**

4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring

4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Opt Renew Y4 - Cntrct Item: Contain Remediate Report Monitor	2000.00000	EA	37.4	\$74,800.00

Comm Code	Manufacturer	Specification	Model #
43233204			

**Extended Description :**

4.1.1 Contract Item: Containment, Remediation, Reporting & Monitoring

4.1.1.1 The Vendor must provide a cloud-based software as a service solution that is capable of supporting endpoints throughout the State of West Virginia. The endpoint licenses must be billed on an annual basis.

4.1.1.2 The Vendor must provide a cloud-based software as a service solution that can be centrally managed by a West Virginia Office of Technology Administrator.

For further details see attached specifications.

<b>SCHEDULE OF EVENTS</b>		
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<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Technical Question Deadline 9:00 AM	2019-12-02

SOLICITATION NUMBER: CRFQ ISC2000000010

Addendum Number: No.02

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

**Applicable Addendum Category:**

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

**Description of Modification to Solicitation:**

Addendum issued to publish and distribute the attached documentation to the vendor community.

1. The purpose of this addendum is to address all technical questions received.

No additional 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.

# ATTACHMENT A

## CRFQ ISC20-10 Endpoint Detection and Response Software (OT19125)

### Vendor Questions and WVOT Responses

12/06/19

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#### Vendor Question 01

Can someone specify the following when it comes to the total number of endpoints and network devices that will need to be managed and monitored?

## of Servers

Operating Systems supported (Win, Mac, Linux)

## of mailbox accounts

Mailbox platform (i.e., Exchange)

## of Switches

## of Firewalls

## of Desktops

## of Laptops

## of Tablet

#### WVOT Response 01

The estimated quantity of servers is 2,000. In regards to the types of operating system see specification section 4.1.2.1:

*The Vendor must provide the minimum supported platforms including: Windows operating system, Linux operating system, and all virtual environments including but not limited to VMWare, Azure, and Hyper-V.*

This solicitation is only for servers, so information about end user devices is not relevant.

#### Vendor Question 02

Whether companies from Outside USA can apply for this?  
(like, from India or Canada)

#### WVOT Response 02

No. Due to the sensitivity of data used in this system, the vendor must be from and located in the Continental United States.

#### Vendor Question 03

Whether we need to come over there for meetings?

#### WVOT Response 03

Remote conferencing is acceptable.

#### Vendor Question 04

Can we perform the tasks (related to RFP) outside USA?  
(like, from India or Canada)

#### WVOT Response 04

All actions must comply with the regulations listed in the solicitation. Were allowed by regulations, some tasks can be performed outside the US.

#### Vendor Question 05

Can we submit the proposals via email?

**WVOT Response 05**

No, bid responses must be submitted via wvOASIS or mailed.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.:** \_\_\_\_\_

**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 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.

vCloud Tech Inc.

\_\_\_\_\_  
Company

*Nadia Khan*

\_\_\_\_\_  
Authorized Signature

12/16/2019

\_\_\_\_\_  
Date

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

STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** 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: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, 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: vCloud Tech Inc.

Authorized Signature: Muhammad Khan Date: 3/22/2019

State of Texas

County of Denton, to-wit:

Taken, subscribed, and sworn to before me this 22 day of March, 2019.

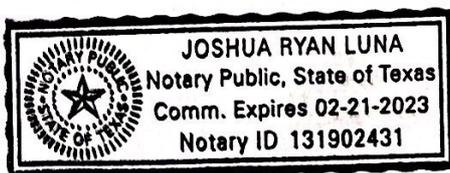
My Commission expires 02-21, 2023.

**AFFIX SEAL HERE**

**NOTARY PUBLIC**



*Purchasing Affidavit (Revised 01/19/2018)*





# Quotation

**Customer Name:** INFORMATION SERVICES AND COMMUNICATIONS  
**Contact Name:** Jessica S Chambers  
**Phone:** (304) 558-0246  
**Email:** [jessica.s.chambers@wv.gov](mailto:jessica.s.chambers@wv.gov)  
**Street:** BLDG 5, 10TH FLOOR, 1900 KANAWHA BLVD E  
**City, State Zip:** CHARLESTON WV 25305

**Date:** 12/16/2019  
**Quotation #**  
**Customer ID:** INFORMATION SERVICES  
**Contract Name:** Open Market  
**Contract #** OM  
**DUNS #:** 79508688  
**Fed TAX ID:** 46-3104792  
**CAGE Code:** 77T86  
**Terms:** Net 30  
**Quote Expiry** 12/20/2019

**Order / Payment Address**  
**vCloud Tech Inc.**  
 Street Address 609 Deep Valley Drive Suite 200  
 City, State Zip Rolling Hills Estates, CA 90274  
 Toll Free #: (833) 4VCLOUD (482-5683)  
 Email: [sales@vcloudtech.com](mailto:sales@vcloudtech.com)  
 Website: [www.vcloudtech.com](http://www.vcloudtech.com)

**Sales Rep Name:** Harry King  
**Sales Rep Email:** [hking@vcloudtech.com](mailto:hking@vcloudtech.com)  
**Phone:** (833) 482-5683 ext 701

Line Item #	Part#	Description	Qty	Unit Price	Ext. Price
1	EPR12N1000	Malwarebytes Endpoint Protection And Response (Cloud Product)	2000	\$ 32.32	\$ 64,640.00
Total :					\$ 64,640.00

Line Item #	Part#	Description	Qty	Unit Price	Ext. Price
1	EPR12N1000	Malwarebytes Endpoint Protection And Response (Cloud Product) Opt Renew Y2	2000	\$ 33.93	\$ 67,860.00
Total :					\$ 67,860.00

Line Item #	Part#	Description	Qty	Unit Price	Ext. Price
1	EPR12N1000	Malwarebytes Endpoint Protection And	2000	\$ 35.62	\$ 71,240.00
Total :					\$ 71,240.00

Line Item #	Part#	Description	Qty	Unit Price	Ext. Price
1	EPR12N1000	Malwarebytes Endpoint Protection And Response (Cloud Product)	2000	\$ 37.40	\$ 74,800.00
Total :					\$ 74,800.00