



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

Header 5

List View

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 612313

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0702

Vendor ID: VS0000018125

SO Doc ID: TAX2000000007

Legal Name: AHEAD LLC

Published Date: 8/30/19

Alias/DBA:

Close Date: 9/11/19

Total Bid: \$81,265.64

Close Time: 13:30

Response Date: 09/11/2019

Status: Closed

Response Time: 12:34

Solicitation Description: Dell EMC Recover Point or Equal

Total of Header Attachments: 5

Total of All Attachments: 5



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Dell EMC RecoverPoint or Equal	1.00000	EA	\$81,265.640000	\$81,265.64

Comm Code	Manufacturer	Specification	Model #
43212200			

Extended Description :	<div>Please see Exhibit A Pricing Page.</div> <div>If Vendor is submitting bid online Vendor must submit Pricing Page as attachment. TOTAL BID AMOUNT is the amount Vendor is to enter into wvOASIS commodity line when submitting. Notwithstanding the foregoing, the Purchasing Division may correct errors at its discretion.</div>
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**Comments:** Bid response includes hardware, software, services, warranty, and requested education. Current delivery times from Dell EMC is 10 business days from the time they receive a purchase order.

**Exhibit A - Pricing Page**  
**Dell EMC RecoverPoint or Equal**

Item #	Part Number	Item Description	Bid Item Description	Unit of Measure	Quantity	Unit Cost	Extended Price
4.1.1	VNX-RPHW7-G6T	RecoverPoint Appliance or Equal for Source Site	2 Physical RPA Appliances	ea	2	\$ 9,839.04	\$ 19,678.08
4.1.1	VNX-RPHW7-G6T	RecoverPoint Appliance or Equal for Target Site	2 Physical RPA Appliances	ea	2	\$ 9,839.04	\$ 19,678.08
4.1.1		Licensing Costs for each device	Local and Remote Replication for Source Local and Remote Replication for Target	ea	4	\$ 3,355.41	\$ 13,421.64
4.1.2	W-PSM-HW-001 WU-PSP	ProSupport with Mission Critical Hardware Warranty or Equal	ProSupport 4HR/MC Support	ea	4	\$ 1,973.66	\$ 7,894.64
4.1.3		Professional Services	Dell EMC Recoverpoint IMP for Unified QS	ea	1	\$ 11,900.00	\$ 11,900.00
4.1.3		Training	Recoverpoint Video Instructor Led Training Service for 5 Individual	ea	1	\$ 8,693.20	\$ 8,693.20
						<b>Total Bid Amount</b>	<b>\$ 81,265.64</b>

Vendor Name: \_\_\_\_\_ Ahead, LLC

Signature:  \_\_\_\_\_

Date: \_\_\_\_\_ 11-Sep-19



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: 612313

Doc Description: Dell EMC Recover Point or Equal

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2019-08-30	2019-09-11 13:30:00	CRFQ 0702 TAX2000000007	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:

AHEAD, LLC

401 N Michigan Avenue, 34th floor

Chicago, IL 60611

(312) 924-4492

#### FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham

(304) 558-2157

brittany.e.ingraham@wv.gov

Signature X

FEIN # 20-8476250

DATE 11 September 2019

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

**ADDITIONAL INFORMATION:**

## Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a contract for the one-time purchase of Dell EMC RecoverPoint Appliances or Equal, per the bid requirements, specifications, terms, and conditions attached to this solicitation.

The Agency wants to acquire a replication solution that would provide a SAN-level replication between its two (2) EMC VNX5400 SANs which are located at the WVOT Data Center (Building 6) in Charleston, WV and at the Revenue Center which is also located in Charleston, WV. The Agency currently runs a SQL Server Cluster, File Servers, and a number of Virtual Machines in the Source Environment.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748  CHARLESTON WV25339-1748  US		OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 CHARLESTON WV 25301-1725  US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Dell EMC RecoverPoint or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43212200			

**Extended Description :**

Please see Exhibit A Pricing Page.

If Vendor is submitting bid online Vendor must submit Pricing Page as attachment. TOTAL BID AMOUNT is the amount Vendor is to enter into wvOASIS commodity line when submitting. Notwithstanding the foregoing, the Purchasing Division may correct errors at its discretion.

<b>TAX2000000007</b>	<b>Document Phase</b> Final	<b>Document Description</b> Dell EMC Recover Point or Equal	<b>Page 3</b> <b>of 3</b>
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#### **ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions





**AHEAD LLC**  
401 Michigan Avenue  
Suite 3400  
Chicago, IL 60611

**Ahead Client Director:**  
Matt Athey  
614-354-5892  
matt.athey@thinkahead.com

**Ahead Quote Number**  
AHD201972677 - 2  
**Reference Number:**  
WV Tax Division -  
RecoverPoint  
**Quote Date:**  
9/11/2019  
**Expiration Date:**  
10/11/2019

**Shipping Address:**  
West Virginia State Tax Department  
Brittany Ingraham  
  
Operations Division Tax Division of Revenue  
Center  
1001 Lee St E, STE 1  
Charleston 25301-1725

**Billing Address:**  
  
West Virginia State Tax Department  
1124 Smith Street  
Charleston WV 25301

**Client Operations Specialist**  
Jennifer Eveslage  
513-457-7855  
jennifer.eveslage@thinkahead.com

**MPA:**  
Standard Terms  
**Payment Terms:**  
Net 30

**Logistics Coordinator:**  
Matt Arflin  
(312) 496-7991  
matt.arflin@thinkahead.com

WV Tax Dept - Recoverpoint					
	QTY	Part Number	Description		Extended Price
<b>RecoverPoint</b>					<b>\$62,786.98</b>
Hardware	1	VNX-RPHW7-G6T	RPA FOR VNX2, VNXE3200		\$9,235.49
Hardware	1	GEN6-10GBE-CO	10GBE COPPER SLIC (ROCKSLIDE)		\$599.71
Hardware	2	INTCAB-PWRCRD	C14-TO-C13 1METER INTERNAL CAB PWR CORDS		\$3.84
Hardware	1	VNX-RPHW7-G6T	RPA FOR VNX2, VNXE3200		\$9,235.49
Hardware	2	INTCAB-PWRCRD	C14-TO-C13 1METER INTERNAL CAB PWR CORDS		\$3.84
Hardware	1	GEN6-10GBE-CO	10GBE COPPER SLIC (ROCKSLIDE)		\$599.71
Hardware	1	VNX-RPHW7-G6T	RPA FOR VNX2, VNXE3200		\$9,235.49
Hardware	2	INTCAB-PWRCRD	C14-TO-C13 1METER INTERNAL CAB PWR CORDS		\$3.84
Hardware	1	VNX-RPHW7-G6T	RPA FOR VNX2, VNXE3200		\$9,235.49
Hardware	2	INTCAB-PWRCRD	C14-TO-C13 1METER INTERNAL CAB PWR CORDS		\$3.84
Software	5	CE-VIDVPKRP	RECOVERPOINT VVPK VILTS 1 TITLE=UC		\$8,693.20
Software	1	456-105-074	RP/SE TO RP/EX REM UG V54 =IC		\$5,267.02
Software	1	458-000-219	RP/SE TO RP/EX REMOTE PRODUCT		\$0.00
Software	1	456-105-069	RP/SE TO RP/EX LOC UG V54 =IC		\$2,043.51
Software	1	458-000-165	RP/SE TO RP/EX LOCAL PRODUCT		\$0.00
Software	1	RP-LNX-GPL	RECOVERPOINT LINUX GPLV3 DISTRIBUTION		\$0.00
Software	1	RP-LNX-GPL	RECOVERPOINT LINUX GPLV3 DISTRIBUTION		\$0.00
Software	1	458-000-165	RP/SE TO RP/EX LOCAL PRODUCT		\$0.00
Software	1	456-105-069	RP/SE TO RP/EX LOC UG V54 =IC		\$2,043.51
Software	1	458-000-219	RP/SE TO RP/EX REMOTE PRODUCT		\$0.00
Software	1	456-105-074	RP/SE TO RP/EX REM UG V54 =IC		\$5,267.02
Services	2	PS-BAS-RPUNI	EMC RECOVERPOINT IMP FOR UNIFIED QS		\$11,900.00
Maintenance - Hardware	1	W-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT - 36.00 MNTHS		\$0.00
Maintenance - Hardware	1	W-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT - 36.00 MNTHS		\$0.00
Maintenance - Hardware	1	W-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT - 36.00 MNTHS		\$0.00
Maintenance - Hardware	1	W-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT - 36.00 MNTHS		\$0.00
Maintenance - Hardware	1	W-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT - 36.00 MNTHS		\$0.00
Maintenance - Hardware	1	W-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT - 36.00 MNTHS		\$0.00
Maintenance - Software	1	M-PSM-SWE-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS		\$2,844.00
Maintenance - Software	1	M-PSM-SWE-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS		\$1,103.32
Maintenance - Software	1	M-PSM-SWE-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS		\$1,103.32
Maintenance - Software	1	M-PSM-SWE-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS		\$2,844.00

<b>Hardware:</b>	\$38,156.74
<b>Software:</b>	\$23,314.26
<b>Maintenance:</b>	\$7,894.64
<b>Managed Services:</b>	\$0.00
<b>Services:</b>	\$11,900.00
<b>Training:</b>	\$0.00
<b>Web Services:</b>	\$0.00
<b>Total Investment:</b>	<b>\$81,265.64</b>

Acceptance of this quote authorizes Ahead to invoice the party indicated herein ("Customer"). Any Services covered by an Ahead Service Brief shall be invoiced in advance and in full, regardless of whether or not such Services have been completed. Ahead reserves the right to make partial shipments. Customer acknowledges that it has read the Terms and Conditions attached hereto which shall govern and apply, unless a previously executed agreement governing the sale of products exists between Ahead and Customer. The Special Additional Terms (the "SAT") contained in this quote (if any) shall supplement the attached Terms and Conditions or previously executed agreement (collectively, the "Agreements"), provided, however that in the event of any conflict or inconsistency between the SAT and any of the Agreements, the SAT shall take precedence, govern and control. Except as indicated otherwise, pricing does not include sales tax, VAT or shipping charges. All shipping charges shall be invoiced separately following delivery. Acceptance may be emailed to accounting@thinkahead.com.

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

Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_



## ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS.

**1. AGREEMENT:** AHEAD DOES NOT ACCEPT AND EXPRESSLY OBJECTS TO ANY TERMS AND CONDITIONS OR OTHER WRITING ON ANY PURCHASE ORDER OR ACKNOWLEDGEMENT WHICH IS DIFFERENT FROM OR ADDITIONAL TO THOSE TERMS AND CONDITIONS CONTAINED HEREIN, EXPRESSLY INCLUDING, WITHOUT LIMITATION, ANY EFFORT TO NEGATE THE TERMS AND CONDITIONS SET FORTH HEREIN OR IN THE PRICE QUOTE. NO MODIFICATION OR WAIVER OF THESE TERMS WILL BE EFFECTIVE AGAINST AHEAD UNLESS SPECIFIED IN WRITING AND SIGNED BY AHEAD. THE RECEIPT OF THE PRICE QUOTE OR PAYMENT FOR THE PRODUCTS AND/OR SERVICES PROVIDED THEREUNDER SHALL CONSTITUTE CUSTOMER'S ACCEPTANCE OF THE TERMS HEREOF.

**2. PRICING:** Prices for any Products or Services (each as defined below) purchased will be those specified in the Price Quote and will be valid for 30 days therefrom unless otherwise stated therein. **"Products"** shall refer to those software and hardware goods that are listed in the Price Quote. **"Services"** are those services performed by Product manufacturers and/or Ahead (including its subcontractors) that are listed in the Price Quote. Unless otherwise stated in the Price Quote, prices do not include, and Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on Ahead's net income), (ii) shipping or packing charges, (iii) insurance and (iv) any other expenses associated with the sale and transportation or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products. The parties agree that all charges included in the price of the Products and Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges.

**3. PAYMENT:** Unless otherwise specified in the Price Quote, payment for Products and Services is due net 15 days from the date of invoice. Ahead may require prepayment. Ahead may charge Customer interest on all amounts unpaid after 30 days from the date of the invoice at the annual rate of the lesser of (i) 1.5% per month or (ii) the highest interest rate permitted by law. If any invoice is not paid when due, payment shall be considered late, and Ahead may, at any time, suspend delivery or other performance with respect to any Products without liability or penalty and take all other action permitted under the Uniform Commercial Code available to it.

**4. CANCELLATION:** Customer shall have no right to cancel an order once received by Ahead, including by reason of a failure or delay in delivery, to the extent that such delay is due to causes that are beyond Ahead's reasonable control (including, without limitation, failures or delays in performance which are due to strike, lockout, concerted act of workers or other industrial disturbance, fire, explosion, flood, or other natural catastrophe, civil disturbance, riot, act of war or terrorism, or armed conflict, whether declared or undeclared, curtailment, shortage, rationing or allocation of normal sources of supply of labor, materials, transportation, energy, or utilities, mechanical breakdown, equipment failure, accident, Act of God, delay of subcontractors or vendors, sufferance of or voluntary compliance with acts of government or government regulations (whether valid or not), embargo, or due to any other cause), subject to any provisions of Customer's local law to the contrary.

**5. ACCEPTANCE.** These Terms and Conditions are binding only after acceptance by an authorized officer of Ahead. Use by Ahead of any payments made by Customer prior to shipment shall not constitute acceptance by Ahead. Notwithstanding the foregoing, Ahead shall be entitled to revoke its acceptance hereof without any liability whatsoever to Customer if, at any time prior to the shipment of the Products covered hereby if Ahead becomes aware of a change in the financial position of Customer which would, in Ahead's opinion, affect Customer's ability to perform its obligations hereunder or if the applicable Product manufacturer declines to sell Product to Customer, for any reason whatsoever. In such instance, Seller's sole obligation in such event shall be to return to Customer any down payment which Seller is holding hereunder.

**6. DELIVERY; TITLE AND RISK OF LOSS:** Unless otherwise specified in the Price Quote title to, and all risk of loss of or damage to, all Products will pass to Customer upon delivery to the carrier at the loading dock of the Ahead (or third-party Product manufacturer's) facility. Ahead agrees to insure the shipment, provided, however, Customer will be responsible for any claims against the carrier relating to shipment which are not covered by insurance. Customer is responsible for all shipping and handling charges including inspection fees, assessments, import duties, V.A.T. and similar taxes. Such costs will be prepaid by Ahead and added to Customer's invoice except for import duties and taxes which will be paid directly by the Customer. Ahead reserves, and Customer hereby grants to Ahead, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.

**7. SHORTAGE CLAIMS AND INSPECTION:** Customer shall have the right to inspect the Products within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to Ahead within such 48-hour period or shall be waived.

**8. RETURNS:** Customer acknowledges that Ahead shall have no obligation to accept returns of any Products or Services ordered by and sold to Customer. Ahead, at its sole discretion, may authorize the return of unused Products or Services. Such returns cannot be made without a return authorization in writing issued by Ahead. All pre-paid Services expire 18 months from the order date and are non-refundable.

**9. CONFIDENTIALITY:** In consideration of Ahead selling the Products and/or Services, Customer shall keep confidential and not disclose to any persons or use any confidential and/or proprietary knowledge, information or materials, relating to Ahead's business, including, without limitation, customer names, customer supplied information, pricing, quantities, business and marketing plans and strategy, processes and trade secrets for so long as permitted by applicable law. Additionally, the use of Ahead's name or logo or other proprietary marks or those of Product manufacturers or other Ahead suppliers in any advertisement or other publication by Customer must be preapproved in writing by Ahead.

**10. WARRANTIES AND REMEDIES:** All Products, and the components and materials utilized in any assembled or customized Products, are covered by, and subject to, the terms, conditions, and limitations of the manufacturer's standard warranty, which warranty is expressly in lieu of any other warranty, express or implied, of or by Ahead or the applicable Product manufacturer. Ahead represents, warrants and covenants that (i) Ahead shall perform all Services, if any, in accordance with the material specifications set forth in the Price Quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable Price Quote for ninety (90) days from the completion thereof. Customer's exclusive remedy, if any, under these warranties is limited, at Ahead's election, to any one of (a) refund of Customer's purchase price, (b) repair by Ahead or the manufacturer of any Products found to be defective, or (c) replacement of any such Product.

Notwithstanding anything contained herein to the contrary, to the extent a manufacturer requires Products to be installed by Ahead or such manufacturer in order for a warranty to be valid, neither Ahead nor the Product manufacturer shall provide a warranty for any Products which are not installed, as applicable, by Ahead or the Product manufacturer. EXCEPT AS SET FORTH HEREIN, AHEAD MAKES NO OTHER WARRANTIES, WRITTEN OR ORAL. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARE HEREBY SPECIFICALLY DISCLAIMED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT, AND ANY WARRANTY ARISING BY STATUTE, OPERATION OF LAW, COURSE OF DEALING OR PERFORMANCE, OR USAGE OF TRADE. Customer acknowledges that it does not rely on, and waives any claim for breach of, any representations and warranties which are not confirmed in writing by Ahead. Ahead shall, after Products are tendered to Customer, have no liability in respect of any changes in quality of the Products arising from storage or transportation of the Products or from willful damages, negligence, abnormal working conditions, misuse or alteration of the Products.

**11. LIMITATION OF LIABILITY:** The total liability of Ahead (beyond any express warranty obligation) to Customer from any cause whatsoever, whether arising under contract, warranty, tort (including negligence), strict liability, products liability or any other theory of liability will be limited to the lesser of (i) Customer's actual damages or (ii) the purchase price paid to Ahead for the Product(s) or Service(s) that is the subject of Customer's claim. Except for the warranty coverage referenced in paragraph 10, above, AHEAD SHALL NOT HAVE ANY LIABILITY OR OBLIGATION TO CUSTOMER OR ANY OTHER PERSON FOR ANY CLAIM, LOSS, DAMAGE, OR EXPENSE CAUSED IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY, BY THE INADEQUACY OF ANY PRODUCTS OR SERVICES FOR ANY PURPOSE, BY ANY DEFICIENCY OR DEFECT IN ANY PRODUCT OR SERVICE (WHETHER OR NOT COVERED BY ANY WARRANTY), BY THE USE OR PERFORMANCE OF ANY PRODUCTS OR SERVICES OR BY ANY FAILURE OR DELAY IN AHEAD'S PERFORMANCE HEREUNDER, OR FOR ANY SPECIAL, DIRECT, INDIRECT, INCIDENTAL, CONSEQUENTIAL, EXEMPLARY OR PUNITIVE DAMAGES, HOWEVER CAUSED, INCLUDING, WITHOUT LIMITATION, PERSONAL INJURY OR LOSS OF BUSINESS OR PROFIT, WHETHER OR NOT CUSTOMER WILL HAVE INFORMED AHEAD OF THE POSSIBILITY OR LIKELIHOOD OF ANY SUCH DAMAGES. All claims hereunder against AHEAD must be brought within 12 months after the cause of action arises and Customer expressly agrees to this 12-month period and waives any other statute of limitations which might apply by operation of law or otherwise including under the Uniform Commercial Code.

**12. EXPORT RESTRICTIONS:** Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to Ahead by its suppliers, and Ahead does not warrant its accuracy and will not be liable for any error with regard to same.

**13. INTELLECTUAL PROPERTY:** Any software or other intellectual property included in or relating to Products is supplied by its manufacturer or licensor. Ahead makes no representation or warranty with respect thereto and will have no liability in connection therewith. Customer agrees to comply with all requirements with regard to proprietary and similar rights in and to any intellectual property (including any requirement to enter into a separate license agreement and prohibitions against duplicating or disclosing the same), even if Ahead has broken the seal on any "shrink wrapped" software. If Customer provides Ahead with any intellectual property, Customer warrants that it has all necessary legal rights to such property.

**14. THIRD PARTY SOFTWARE AND INTELLECTUAL PROPERTY LICENSING.** Except for certain Products manufactured and/or supplied by EMC Corporation, which shall be subject to and governed by the sublicensing terms which will be provided upon request, any Software or other intellectual property included in or relating to Products and/or Services is supplied by its manufacturer or licensor (not Ahead). Ahead makes no representation or warranty with respect thereto and will have no liability in connection therewith. Customer agrees to comply with all third party requirements with regard to proprietary and similar rights in and to any intellectual property (including any requirement to enter into a separate license agreement and prohibitions against duplicating or disclosing the same), even if Ahead has broken the seal on any "shrink wrapped" Software. If Customer provides Ahead with any intellectual property, Customer warrants that it has all necessary legal rights to such property. Customer will indemnify Ahead against and hold it harmless from any and all liability, cost or expense arising from a breach or purported breach of this section.

**15. GOVERNING LAW AND CONSENT TO JURISDICTION:** The Price Quote and these Terms and Conditions shall be governed by and construed in accordance with the laws of the State of Illinois. Any court action which may be brought by any party pertaining to the Price Quote or these Terms and Conditions shall be brought in federal or state courts having situs in the Northern District of Illinois. The parties consent to personal jurisdiction and venue by state and federal courts in Illinois for any action pertaining to the Price Quote and these Terms and Conditions by personal service of process within or without the State of Illinois. Ahead and Customer agree that the United Nations Convention on International Sale of Goods shall have no force or effect on transactions relating to the Price Quote or these Terms and Conditions.

**16. INDEPENDENT CONTRACTORS:** Nothing contained in the Price Quote or these Terms and Conditions shall be construed as creating a partnership or joint venture between Ahead and Customer, and Customer shall at all times be deemed to be an independent contractor, solely responsible for the manner by and the form in which it fulfills the Price Quote.

**17. ASSIGNMENT:** This agreement may not be transferred or assigned in whole or in part by Customer without the prior written consent of Ahead. Such consent shall not relieve Customer of its obligations and liabilities hereunder.

**18. MISCELLANEOUS PROVISIONS:** This instrument, together with the Price Quote and all schedules, attachments and documents incorporated herein and therein, shall constitute the entire agreement between the parties. The failure of either party at any time to require performance by the other party of any provision of this agreement shall in no way affect the right to require such performance at any time thereafter, nor shall the waiver of either party of a breach of any provision of this agreement constitute a waiver of any succeeding breach of the same or other provision.

**19. SEVERABILITY:** The invalidity or unenforceability of any provision contained herein shall not affect the validity or enforceability of any other provision hereof. Any invalid or unenforceable provision shall be deemed severed from the Price Quote and these Terms and Conditions to the extent of its invalidity or unenforceability, and the Price Quote and these Terms and Conditions shall be construed and enforced as if such documents did not contain that particular provision to the extent of its invalidity or unenforceability.

**20. LITIGATION COSTS.** Customer shall be obligated to pay to Ahead all of Ahead's costs and expenses, without any offset, including, but not limited to all attorneys' fees and court costs incurred by Ahead in enforcing these Terms and Conditions. This obligation includes the payment of such amounts paid by Ahead prior to the filing of any action, as well as when an action is filed, and includes the case where an action which is filed and is then dismissed.

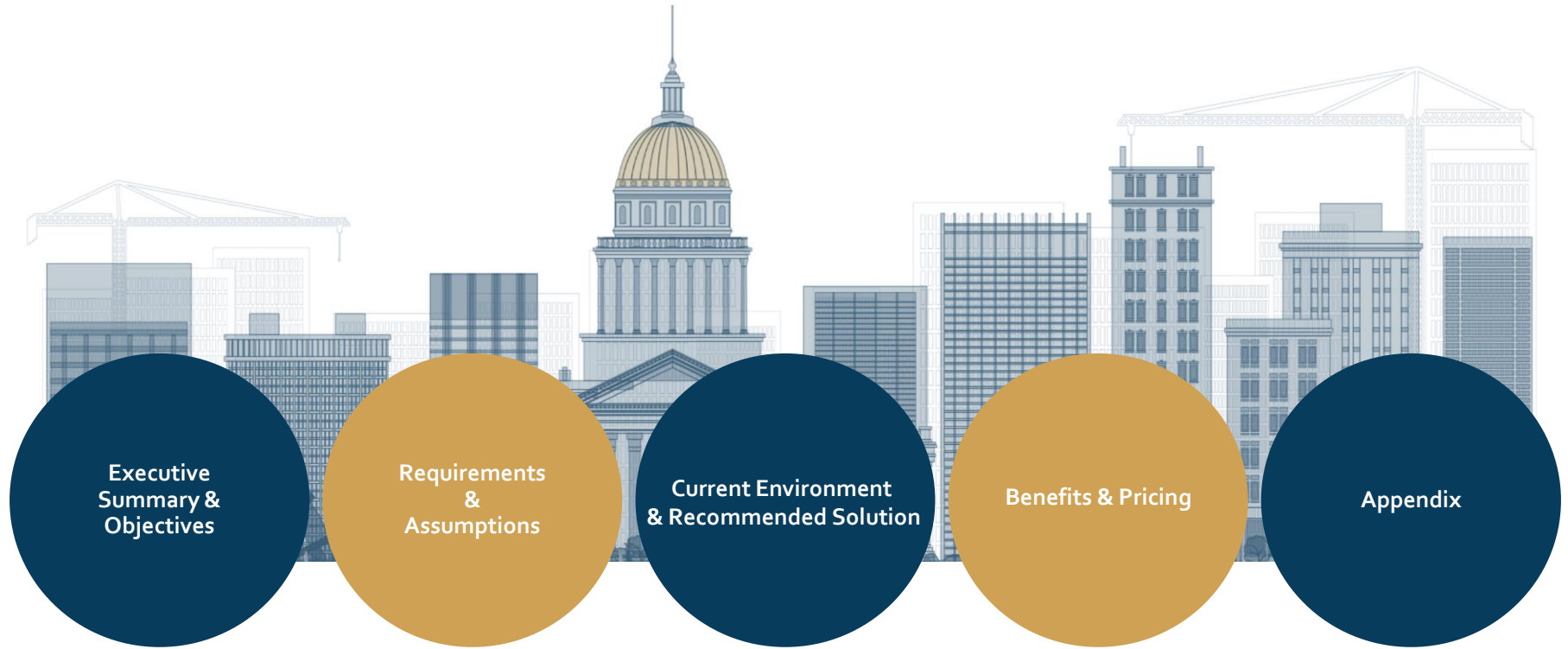




## West Virginia State Tax Division

Solicitation: TAX2000000007 – Dell EMC Recoverpoint or Equal

# Agenda

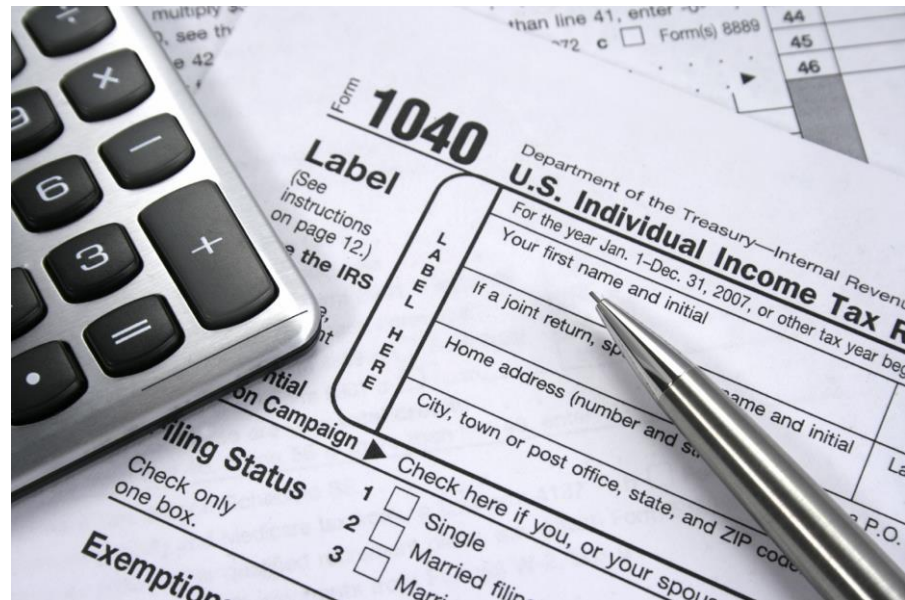


# Executive Summary

The West Virginia State Tax Division is soliciting bids to establish a contract for the one-time purchase of Dell EMC Recoverpoint Appliances or equal.

Ahead recommends a replication solution that would provide SAN-level replication between the Agency's two EMC VNX5400 SAN storage arrays located at Building 6 and the Revenue Center.

Dell EMC Recoverpoint provides continuous data protection for comprehensive operational and disaster recovery. With more than 30,000 clusters installed worldwide, Recoverpoint is a trusted and proven operation and disaster recovery solution protecting more than an Exabyte of mission critical data for over half a billion run hours.



# Objectives



## Hardware

Must provide a pair of physical appliances that are compatible with EMC VNX 5400 storage arrays at each site



## Replication Types

Must support asynchronous, synchronous, local, and remote replication capabilities



## Warranty

Must include a three year maintenance service and support warranty for 24x7x4hr onsite support, parts, and labor response



## Implementation and Training

Must install and configure appliances at both locations and provide eight hours of training for up to five admin users



# Requirements & Assumptions

- Must provide physical appliances that are compatible with agency owned and operated Dell EMC VNX5400 Series Storage Arrays. A virtual machine solution will not be accepted.
- Must provide a redundant pair of appliances at the source site and at the target site in an active/active cluster.
- The appliances must be capable of multi-site support allowing multiple replications of data to different target devices in different sites.
- Each appliance must have a 16-Gb Fibre Channel and 10-Gb twisted copper pair I/O module.
- Must be able to perform any Point-in-Time (PIT) recovery.
- All network connections to and from the appliance must be encrypted using FIPS 140-2 validated cryptographic modules.
- Must have both Asynchronous replication and Synchronous replication. Must also have a Dynamic synchronous mode allowing the Agency to establish policies that are used to automatically switch between synchronous and asynchronous replication.
- The replication software must run on the appliances and not require any host-based agents. The replication software must not run on any host servers or storage subsystems.
- The appliances must provide data replication over WAN.
- The appliances must replicate a local and remote copy of the Agency's data. Must have a replicated copy that is up to date, with multiple copies of the data accessible at all times, ensuring failover with no data loss.
- Must ensure data transfer continues without interruption during concurrent processing of one or both replicated copies.
- Must provide a copy of all write to a protected volume that are tracked and sent to the local appliances.
- Must be able to administer the cluster via SSH based command line interface (CLI) and a graphical user interface (GUI).
- Must have a Dashboard page that provides a high-level overview of the environment. Must give information on system health, status on various components in the configuration, and views of various errors, warnings, and information messages issued by the system.
- Must have the capability to set password lengths to a minimum of fourteen characters and require the use of lower case, upper case, non-alphabetical characters.
- Must be capable of locking out a user after three consecutive failed password attempts.
- Must have the capability to configure a log on banner text.

# Current Environment

- Currently running a SQL cluster, file servers, and a number of virtual machines at production
- If replicating today, leveraging native VNX Mirroview
  - Can be used to provide synchronous and asynchronous replication from the same VNX
  - Bidirectional mirroring
  - Replication over FC and iSCSI
  - Can be setup and managed using Unisphere
  - Supports using Consistency Groups

## Building 6



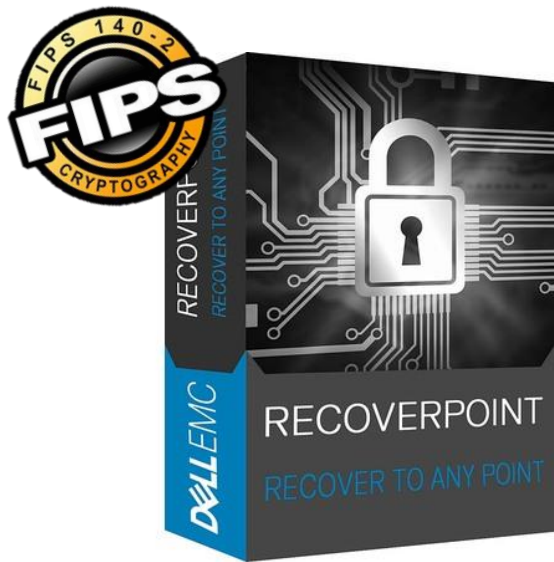
## Revenue Center





# Dell EMC Recoverpoint Overview

Enables Operational AND Disaster Recovery to Any Point in Time



- Provides data replication for storage (Block level) LUNs
- Enables continuous data protection (CDP) for point-in-time (PiT) recovery
- Concurrent local and remote replication, synchronous and /asynchronous replication
- Multi-site replication, 1:4 fan-in & 4:1 fan-out
- Heterogeneous array platforms support (Dell EMC XtremIO, Unity, VMAX, Powermax, VNX, VxFlex, and major 3<sup>rd</sup> party arrays via VPLEX)
- Integrated with VMware Site Recovery Manager

# Dell EMC Recoverpoint Trusted Solution



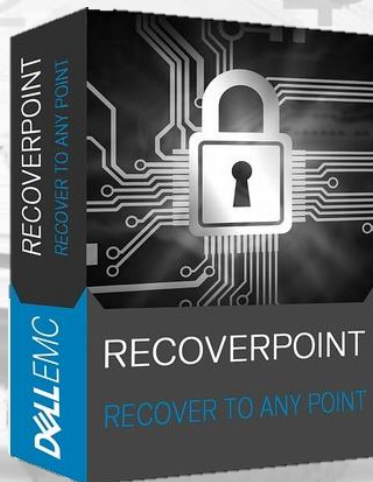
**85% Dell EMC TOP  
200 CUSTOMERS**



**OVER 30,000  
DEPLOYED**



**OVER 9,000  
CUSTOMERS**



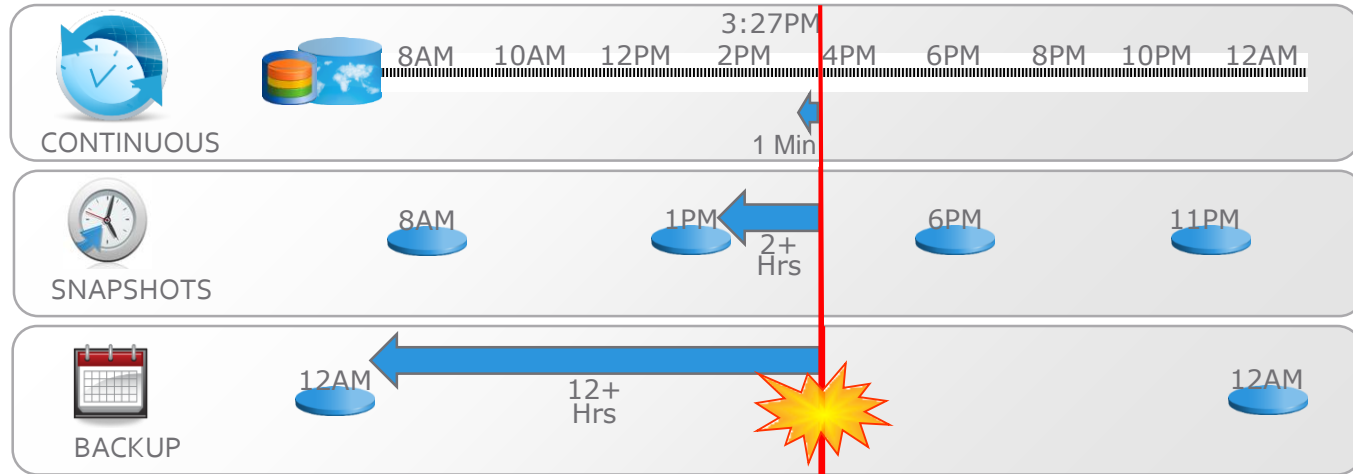
**OVER 500M  
RUN HOURS**



**OVER 1 EB of  
PROTECTED DATA**

# Dell EMC Recoverpoint Fundamentals

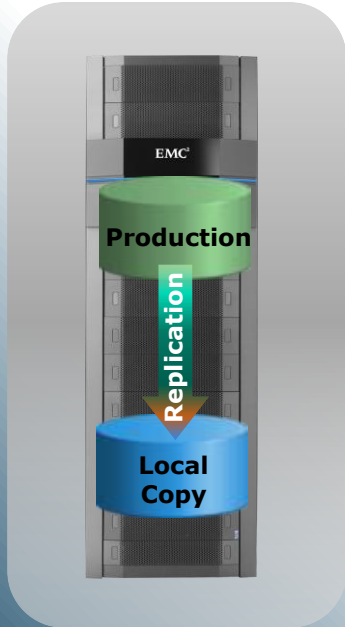
Provides DVR-like, ANY point-in-time access to data  
Minimize RPO and RTO



DATA CORRUPTION OCCURS AT 3:28pm

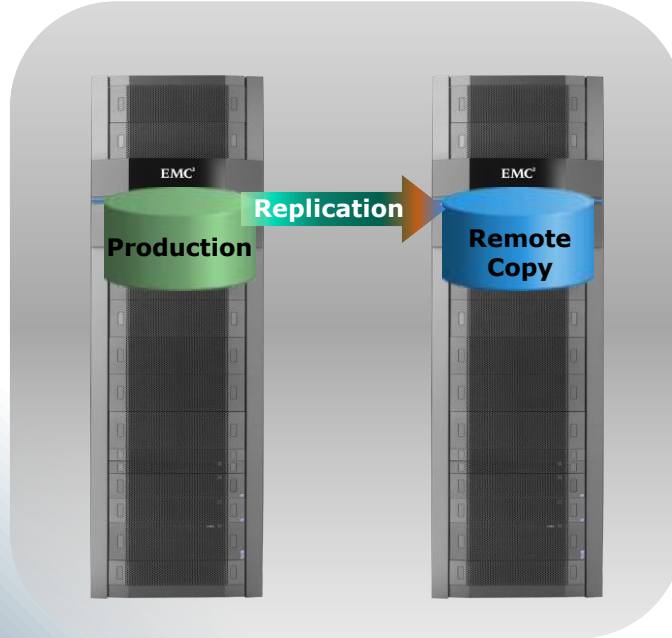
# Recoverpoint Continuous Data Protection

**Local Replication**



**Production Site**

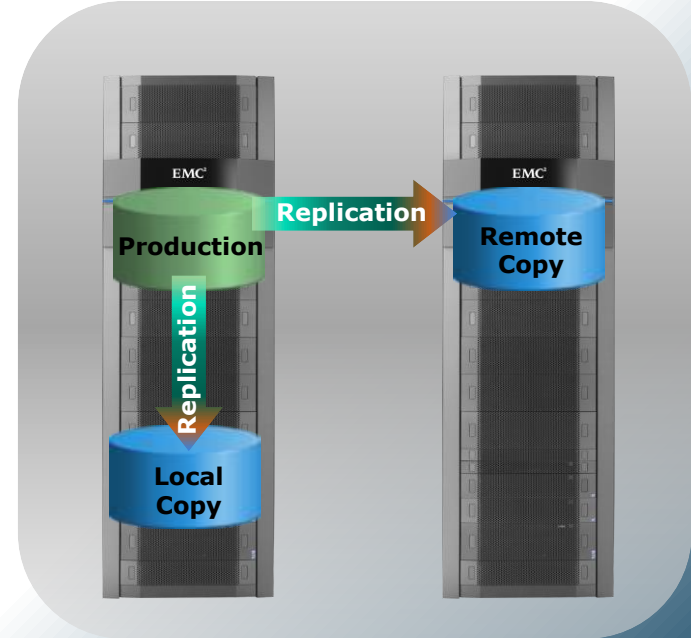
**Remote Replication**



**Production Site**

**Remote Site**

**Concurrent  
Local and Remote Replication**

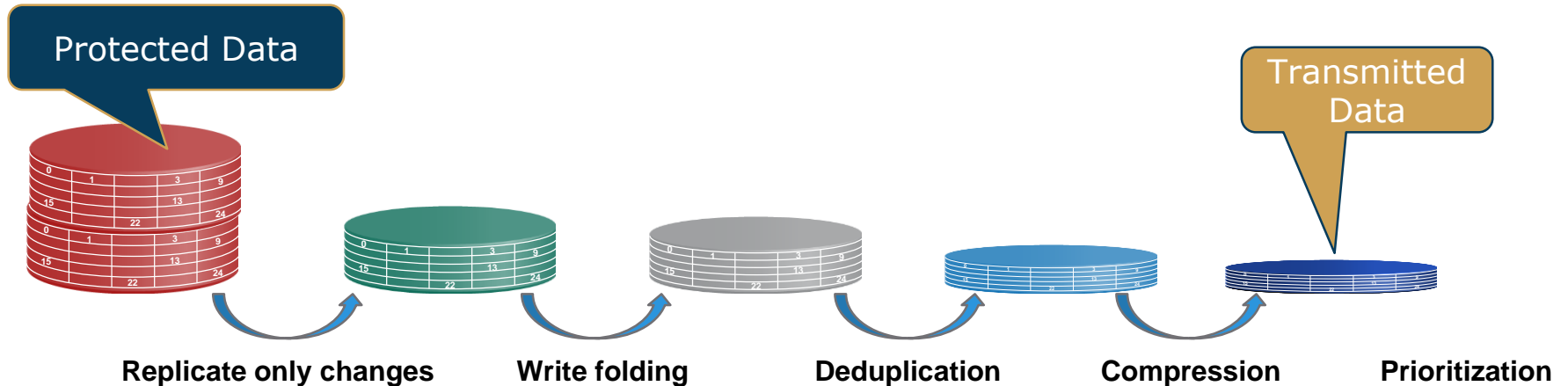


**Production Site**

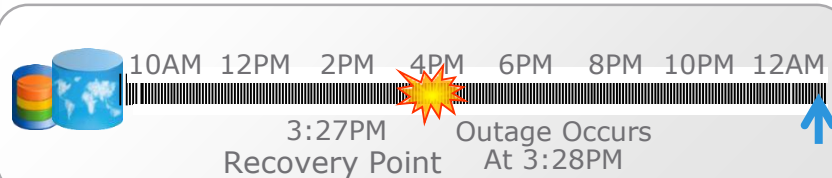
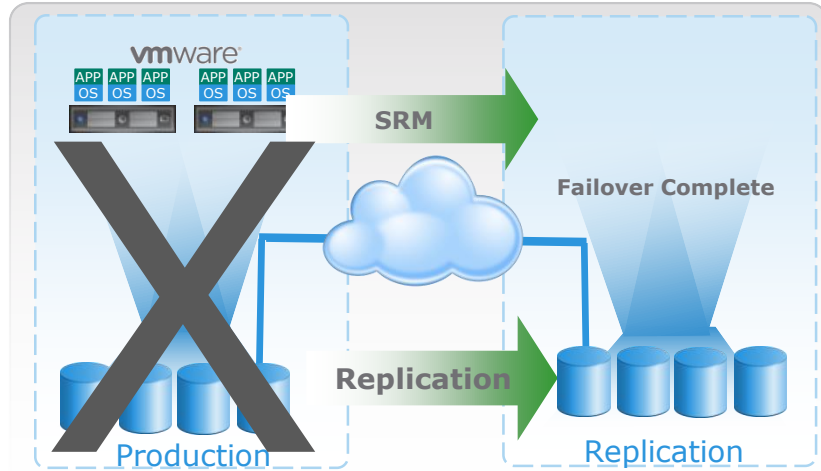
**Remote Site**

# Dell EMC Recoverpoint Lowering TCO

Reducing Bandwidth Consumption up to 90%



# Dell EMC Recoverpoint Enhances VMware SRM



CONTINUOUS DATA PROTECTION

## Minimize RPO

Recover to any point-in-time

## Minimize RTO

Faster recoveries by selecting the optimal restart point

## Automated OR And DR

RecoverPoint extends SRM recovery capabilities for operational and disaster recovery

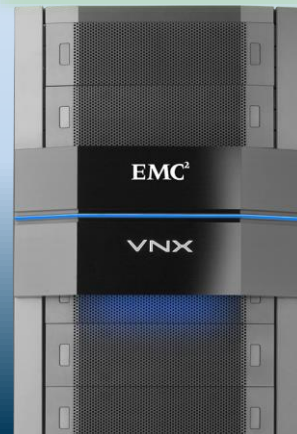
# Recommended Environment

- Currently running a SQL cluster, file servers, and a number of virtual machines at production
- Dell EMC Recoverpoint solution provides the following benefits:
  - Any point in time recovery
  - Any application
  - Protect data on any system
  - Reduce bandwidth costs
  - Multi-site replication

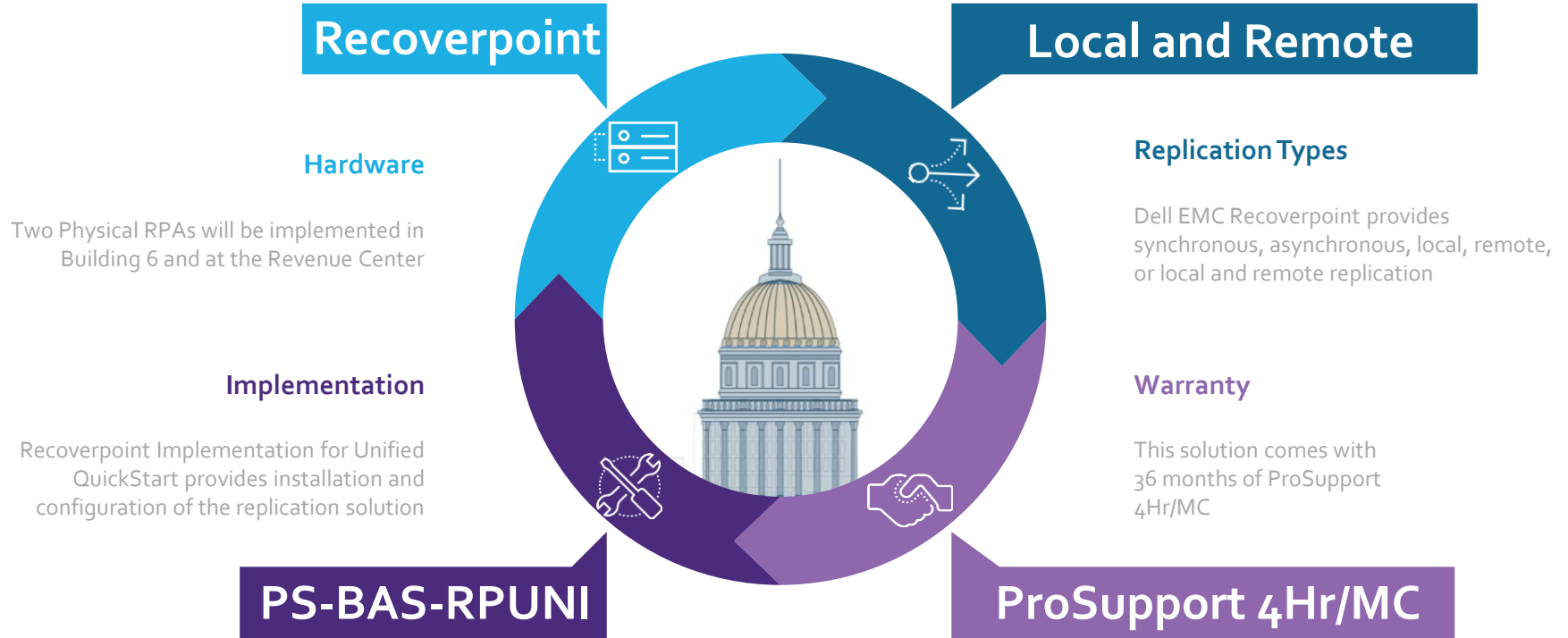
## Building 6



## Revenue Center



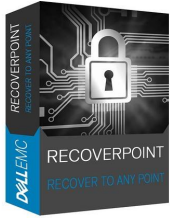
# Benefits





# Pricing Summary

## Building 6

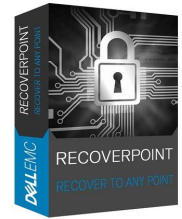


Recoverpoint  
Solution  
**\$30,336.22**



Education  
**\$8,693.20**

## Revenue Center



Recoverpoint  
Solution  
**\$30,336.22**



Implementation  
**\$11,900.00**

---

**Total:**

**\$ 81,265.64**



# Thank You



Building Platforms for Digital Business

[thinkahead.com](http://thinkahead.com)



# Appendix

Recoverpoint Hardware Specifications

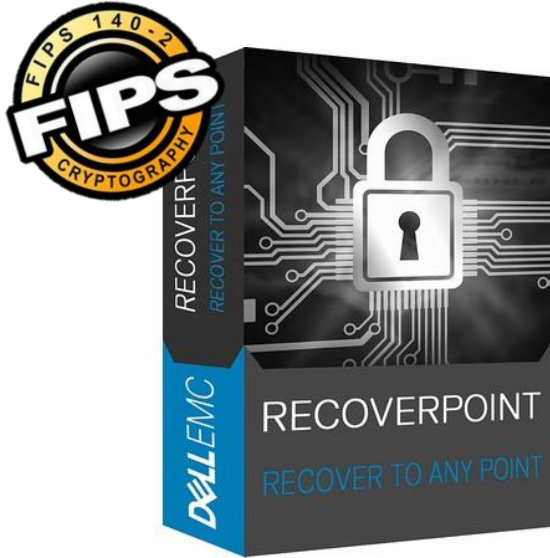
Dell EMC ProSupport Overview

Dell EMC Professional Services Overview

Dell EMC Education Overview

Ahead Overview

# Recoverpoint Solution Specifications



## Connectivity (Per Individual Appliance)

Slot 0	16-Gb Fibre Channel
Slot 1	10-Gb twisted copper pair

Module	# of Ports	Network Type	Supported Speed	Wire Type
16-GB Fibre Channel	4	Fibre Channel	16 Gb	Fibre Channel
10-GB Twisted Copper Pair	4	Ethernet	10Gb	Base-T twisted copper pair

# Dell EMC ProSupport 4Hr/MC Overview

Initial response objective, based upon Severity Level, within the following time period after receipt of Customer contact:

Severity Level 1: 30 minutes; on a 24x7 basis

Severity Level 2: 2 hours; on a 24x7 basis

Severity Level 3: 3 local business hours

Severity Level 4: 8 local business hours

Initial Onsite Response objective is based on Severity Level, within the following time period after Dell EMC deems OnsiteSupport is necessary.

Severity Level 1: 4 hours on a 24x7 basis

Severity Level 2: Within 12 hours on a 24x7 basis

Severity Level 3: Next business day, local business hours

Severity Level 4: Next business day, local business hours

# Dell EMC Model# (PS-BAS-RPUNI) Description

Recoverpoint Implementation for Unified QuickStart

## Description

The Dell EMC Recoverpoint Implementation for Unified QuickStart implements Recoverpoint concurrent local and remote data protection (CLR), providing synchronous or asynchronous replication.

Dell EMC installs two Recoverpoint Appliances (RPAs) into the data center infrastructure using VNX array-based splitters, which create replicas of databases and file systems on supported systems. Dell EMC VNX splitters are supported as an array-based splitter on one storage array.

This service can be sold in multiples depending on the customer need:

- A single service can cover a Recoverpoint local replication deployment
- Two services can cover a Recoverpoint local and remote replication deployment
- Two services can cover a Recoverpoint remote replication deployment

# Dell EMC Model# (PS-BAS-RPUNI) Scope

## Recoverpoint Implementation for Unified QuickStart

### Project Scope

Experienced Dell EMC services personnel shall work closely with customer staff to deliver the service. During this engagement, Dell EMC:

- Meets with the customer to ensure that the environment and operational implementation requirements (hardware, software, and infrastructure) are met by the customer, and provide the customer with a list of required or beneficial updates.
- Plans and estimates schedule for the installation and configuration tasks for the services.
- Installs and configures a Recoverpoint solution, which includes one of the following replication methods:
  - Local Replication (CDP)
  - Remote Replication (CRR)
  - Concurrent local and remote replication (CLR)
- Installs and configures the VNX splitter (array-based splitter) on one VNX storage array.

### Project Scope (continued...)

- Installs two Recoverpoint appliances (RPA) clustered at the site.
- Performs all necessary SAN work, which may include:
  - Performing all necessary zoning changes.
  - Performing all necessary LUN provisioning.
- Performs all necessary configurations on the clustered RPAs via Recoverpoint Deployment Manager.
- Configures Recoverpoint local and / or remote replications, including consistency groups and replication jobs.
  - Up to 2 consistency groups.
  - Up to 10 LUNs total.
  - Up to 20 TB of data
- Verifies the installation and / or configuration results.
- Reviews the testing requirements with the Customer-assigned resource(s)
- Completes and delivers the Configuration Guide

# Dell EMC Education

DECS-SA Recoverpoint Systems Administration

Develop skills to manage Recoverpoint environments of all types. The course covers Classic Recoverpoint and Recoverpoint with VNX. Product concepts and theory as well as available Operations within Recoverpoint including protection, failover and recovery as well as how to manage and maintain a Recoverpoint environment using the tools available are also explored. Includes hands-on labs.

**CE-VIDVPKRP:** DECS-SA Recoverpoint Systems Administration –Stream Contains:

- Recoverpoint Fundamentals
- Recoverpoint Management



# Dell EMC Education

## Recoverpoint Fundamentals

### Overview

This course provides an introduction and basic understanding of RecoverPoint. It includes an overview of the RecoverPoint architecture, features, and functionality, as well as licensing and management tools.

This material supports RecoverPoint version 4.0

### Audience

This course is intended for professionals who will be designing, deploying, managing and supporting a solution using RecoverPoint. It is also suitable for anyone seeking to establish a basic understanding of RecoverPoint.

### Prerequisite Knowledge/Skills

To understand the content and successfully complete this course, a student must have a suitable knowledgebase/skill set. The student must have an general understanding of:

- Ethernet and TCP/IP networking
- Basic VMware vSphere administration
- Fiber Channel Storage Area Networks (e.g. zoning, WWNs, LUNs, masking)
- Concepts and technologies used in backup recovery solutions
- Basic knowledge about end-user applications, such as file servers, databases and e-mail systems
- Storage systems features

### Course Objectives

Upon successful completion of this course, participants should be able to:

- Describe the RecoverPoint solution and its benefits
- Explain how RecoverPoint provides a recovery solution for a virtualized Data Center
- Describe RecoverPoint application support and integration
- Describe the RecoverPoint architecture and terms
- Describe RecoverPoint key features, functions and capabilities
- Describe the different RecoverPoint management options

### Course Outline

The content of this course is designed to support the course objectives. The following focus areas are included in this course:

- RecoverPoint Introduction
- RecoverPoint Architecture Overview
- RecoverPoint Features, Functions, and Capabilities
- RecoverPoint Management Overview

# Dell EMC Education

## Recoverpoint Management

### Overview

The RecoverPoint Management course is designed for anyone who is responsible for the administration and management of a RecoverPoint environment. This course focuses on leveraging RecoverPoint technology to achieve and maintain application Recovery Point Objectives (RPO) and Recovery Time Objectives (RTO). This course supports RecoverPoint version 4.0.

### Audience

This course is intended for any person who presently or plans to manage RecoverPoint environments.

### Prerequisite Knowledge/Skills

To understand the content and successfully complete this course, a student should have general knowledge and skills associated with:

- Interaction of different Dell EMC components within a complex integrated SAN environment with support for multiple types of arrays
- VMware, UNIX, or Windows system administration
- Principles of data migration and replication concepts
- Knowledge of virtualization concepts

A list of specific prerequisite courses can be found in Dell EMC Education Services Learning Management System.

### Course Objectives

Upon successful completion of this course, participants should be able to:

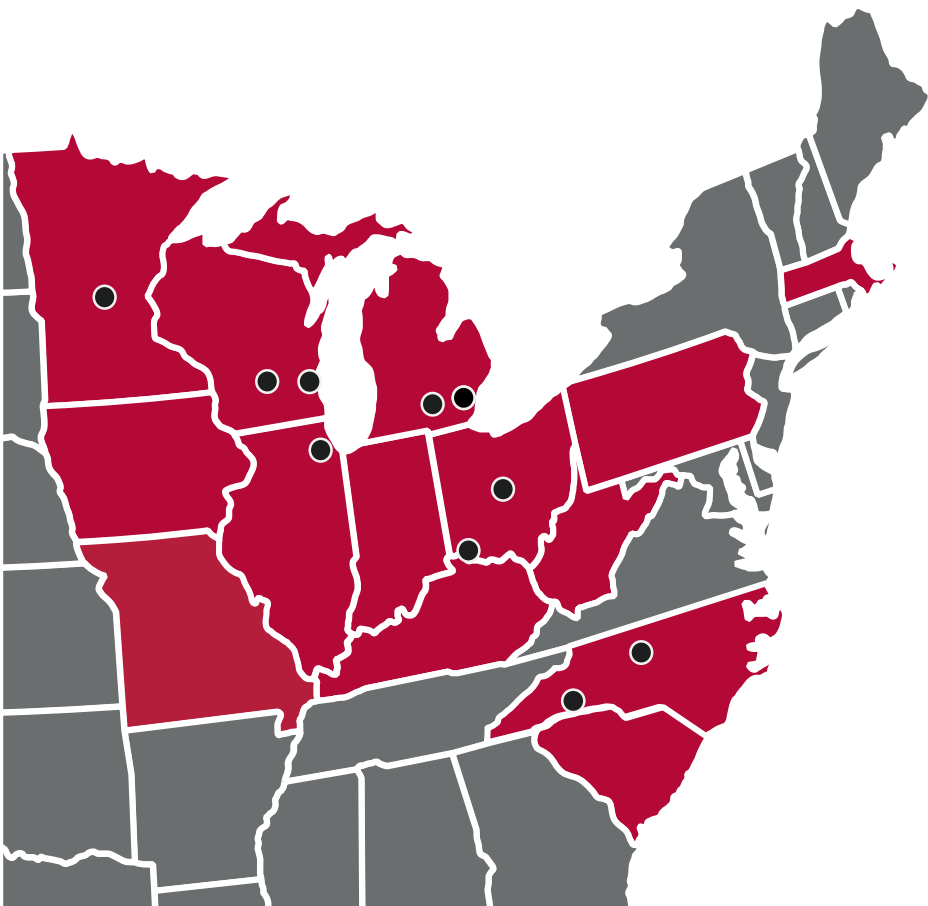
- Describe data replication principles of the RecoverPoint solution
- Describe the RecoverPoint solution and its benefits
- Explain the RecoverPoint architecture and terms
- Describe the different RecoverPoint management options
- Describe the components of a RecoverPoint Cluster
- Compare the different Write Splitter types
- Explain the characteristics of RecoverPoint Appliances
- Explain the methods of using Unisphere for RecoverPoint to:
  - Create Users
  - Monitor licenses
  - View Cluster health
- Configure and Monitor Consistency Groups using Unisphere for RecoverPoint
- Explain the data protection guided wizards available with Unisphere for RecoverPoint.
- Using Unisphere for RecoverPoint perform a:
  - Test a Copy
  - Failover
  - Recover Production
- Manager Recoverpoint Consistency Groups in a Multi-Site environment.
- Monitor a Recoverpoint System
- Use Unisphere for RecoverPoint to:
  - Collect System Logs
  - Balance the System Load
  - Perform Bottleneck Detection

### Course Outline

The content of this course is designed to support the course objectives. The following focus areas are included in this course:

- RecoverPoint Overview
- RecoverPoint Concepts
- Getting Started
- RecoverPoint Recovery
- Manage the RecoverPoint Environment
- Event Notification and Troubleshooting

# AHEAD Overview



Founded in 2007

Deep expertise in IT infrastructure and solutions of 60 partners

Full range of professional services from strategy through ongoing support

385 employees, 230 in client engaging roles

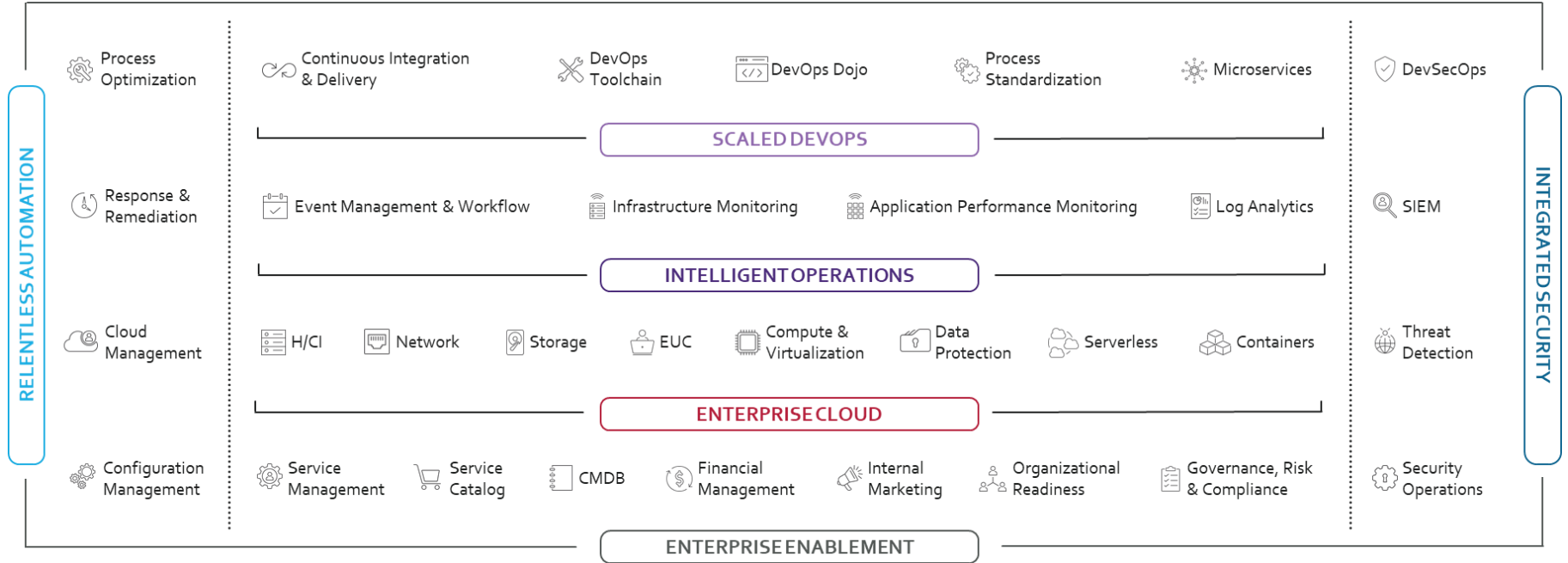
Serving 500+ enterprise clients

\$700 million in revenue and 25% CAGR

Core values of: Collaborate, Innovate, and Drive

# AHEAD Digital Delivery Platform

Mobile Apps ..... Predictive Analytics ..... AI & Machine Learning ..... **DIGITAL BUSINESS INITIATIVES** ..... Customer Experience ..... Internet of Things ..... Digital Products



Education  
and Enablement



Strategy  
and Roadmap



Design and  
Plan



Deployment and  
Management



## Services for Your Enterprise Cloud

At every stage, we help you

- Strike a balance between innovation and Day 2 operations
- Blend technical, operational, and organizational perspectives
- Take a holistic view of an issue across your enterprise cloud

## Education and Enablement



- Executive briefings
- Accelerated evaluation process
- Hands-on experience with emerging tech
- Personalized sandbox environments
- Lab demonstrations
- Technology comparisons

## Strategy and Roadmap



- Current state analysis
- Desired state operating model
- Reference architecture development
- Organizational readiness assessment
- Business case analysis
- Roadmap development

## Design and Plan



- Technical discovery
- Application and infrastructure design
- Process automation and optimization
- Project financials
- Deployment and migration planning

## Deployment and Management



- Implementation and configuration
- Migration
- Training and ongoing enablement
- Continuous optimization
- CoPilot managed cloud services



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: 612313

Doc Description: Dell EMC Recover Point or Equal

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2019-08-30	2019-09-11 13:30:00	CRFQ 0702 TAX2000000007	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:

AHEAD, LLC

401 N Michigan Avenue, 34th floor

Chicago, IL 60611

(312) 924-4492

FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham

(304) 558-2157

brittany.e.ingraham@wv.gov

Signature X

FEIN # 20-8476250

DATE 11 September 2019

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

**ADDITIONAL INFORMATION:****Request for Quotation**

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a contract for the one-time purchase of Dell EMC RecoverPoint Appliances or Equal, per the bid requirements, specifications, terms, and conditions attached to this solicitation.

The Agency wants to acquire a replication solution that would provide a SAN-level replication between its two (2) EMC VNX5400 SANs which are located at the WVOT Data Center (Building 6) in Charleston, WV and at the Revenue Center which is also located in Charleston, WV. The Agency currently runs a SQL Server Cluster, File Servers, and a number of Virtual Machines in the Source Environment.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301-1725
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Dell EMC RecoverPoint or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43212200			

**Extended Description :**

Please see Exhibit A Pricing Page.

If Vendor is submitting bid online Vendor must submit Pricing Page as attachment. TOTAL BID AMOUNT is the amount Vendor is to enter into wvOASIS commodity line when submitting. Notwithstanding the foregoing, the Purchasing Division may correct errors at its discretion.



TAX2000000007	<b>Document Phase</b> Draft	<b>Document Description</b> Dell EMC Recover Point or Equal	<b>Page 3</b> <b>of 3</b>
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# **ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

## **INSTRUCTIONS TO VENDORS SUBMITTING BIDS**

**1. REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

**2. MANDATORY TERMS:** The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

**3. PREBID MEETING:** The item identified below shall apply to this Solicitation.

☒ A pre-bid meeting will not be held prior to bid opening

☐ A MANDATORY PRE-BID meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

**4. VENDOR QUESTION DEADLINE:** Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are nonbinding.

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: **September 4, 2019 at 9:00 AM EDT**

Submit Questions to: **Brittany Ingraham**  
2019 Washington Street, East  
Charleston, WV 25305  
Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)  
Email: [Brittany.E.Ingraham@wv.gov](mailto:Brittany.E.Ingraham@wv.gov)

**5. VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

**6. BID SUBMISSION:** All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:  
Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

**SEALED BID:** Dell EMC Recover Point or Equal  
**BUYER:** Brittany Ingraham  
**SOLICITATION NO.:** CRFQ TAX2000000007  
**BID OPENING DATE:** September 11, 2019  
**BID OPENING TIME:** 1:30 PM EDT  
**FAX NUMBER:** 304.558.3970

The Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. Submission of a response to an Expression or Interest or Request for Proposal is not permitted in wvOASIS.

**For Request For Proposal ("RFP") Responses Only:** In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus       N/A       convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

**BID TYPE:** (This only applies to CRFP)

☐ Technical

☐ Cost

**7. BID OPENING:** Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

**Bid Opening Date and Time:** September 11, 2019 at 1:30 PM EDT

**Bid Opening Location:** Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

**8. ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, 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.

**9. BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

**10. ALTERNATE MODEL OR BRAND:** Unless the box below is checked, any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the

equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

☐ This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

**11. EXCEPTIONS AND CLARIFICATIONS:** The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

**12. COMMUNICATION LIMITATIONS:** In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

**13. REGISTRATION:** Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

**14. UNIT PRICE:** Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.

**15. PREFERENCE:** Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and should include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

**15A. RECIPROCAL PREFERENCE:** The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

**16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:** For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the

Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

**17. WAIVER OF MINOR IRREGULARITIES:** The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

**18. ELECTRONIC FILE ACCESS RESTRICTIONS:** Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

**19. NON-RESPONSIBLE:** The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform, or lacks the integrity and reliability to assure good-faith performance.”

**20. ACCEPTANCE/REJECTION:** The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

**21. 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.

**22. INTERESTED PARTY DISCLOSURE:** West Virginia Code § 6D-1-2 requires that the vendor submit to the Purchasing Division a disclosure of interested parties to the contract for all contracts with an actual or estimated value of at least \$1 Million. That disclosure must occur on the form prescribed and approved by the WV Ethics Commission prior to contract award. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

**23. WITH THE BID REQUIREMENTS:** In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.6. This authority does not apply to instances where state law mandates receipt with the bid.

## **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 \_\_\_\_\_ and extends for a period of \_\_\_\_\_ 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 delivered to the Agency and then 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. Unless otherwise specified below, renewal of this Contract is limited to \_\_\_\_\_ successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

☐ **Alternate Renewal Term** – This contract may be renewed for \_\_\_\_\_ successive \_\_\_\_\_ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

**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 of the work covered by the preceding sentence, the vendor agrees that maintenance, monitoring, or warranty services will be provided for \_\_\_\_\_ year(s) thereafter.

☒ **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. 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 of 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.

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

☐ **BID BOND (Construction Only):** Pursuant to the requirements contained in W. Va. Code § 5-22-1(c), All Vendors submitting a bid on a construction project shall furnish a valid 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 100% of the contract. The performance bond must be received by the Purchasing Division prior to Contract award.

☐ **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. Notwithstanding the foregoing, West Virginia Code § 5-22-1 (d) mandates that a vendor provide a performance and labor/material payment bond for construction projects. Accordingly, substitutions for the performance and labor/material payment bonds for construction projects is not permitted.

☐ **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.

☐ **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, 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.

☐

☐

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☐

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.

**8. INSURANCE:** The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below and must include the State as an additional insured on each policy prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. 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 in this section.

Vendor must maintain:

- ☒ **Commercial General Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.
- ☐ **Automobile Liability Insurance** in at least an amount of: \_\_\_\_\_ per occurrence.
- ☐ **Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: \_\_\_\_\_ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.
- ☐ **Commercial Crime and Third Party Fidelity Insurance** in an amount of: \_\_\_\_\_ per occurrence.
- ☐ **Cyber Liability Insurance** in an amount of: \_\_\_\_\_ per occurrence.
- ☐ **Builders Risk Insurance** in an amount equal to 100% of the amount of the Contract.
- ☐ **Pollution Insurance** in an amount of: \_\_\_\_\_ per occurrence.
- ☐ **Aircraft Liability** in an amount of: \_\_\_\_\_ per occurrence.
- ☐
- ☐
- ☐
- ☐

Notwithstanding anything contained in this section to the contrary, the Director of the Purchasing Division reserves the right to waive the requirement that the State be named as an additional insured on one or more of the Vendor's insurance policies if the Director finds that doing so is in the State's best interest.

**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. [Reserved]**

**11. LIQUIDATED DAMAGES:** 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. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

☐ \_\_\_\_\_ for \_\_\_\_\_

☐ Liquidated Damages Contained in the Specifications

**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. 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. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

**14. PAYMENT IN ARREARS:** 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. PAYMENT METHODS:** Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

**16. 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.

**17. ADDITIONAL FEES:** Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

**18. 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.

**19. 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 § 148-1-5.2.b.

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

**21. 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.

**22. COMPLIANCE WITH LAWS:** 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.

**SUBCONTRACTOR COMPLIANCE:** Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

**23. 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.

**24. 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.

**25. 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.

**26. 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.

**27. 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.

**28. 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.

**29. 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.

**30. 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>.

**31. 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.

**32. 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. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. 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.

**SUBCONTRACTOR COMPLIANCE:** Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

**33. 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.



**34. 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.

**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 and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State, Vendors are required to sign, notarize, and submit the Purchasing Affidavit to the Purchasing Division affirming under oath that it is not in default on any monetary obligation owed to the state or a political subdivision of the state.

**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"), provided that both the Other Government Entity and the Vendor agree. 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. 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](mailto: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.

Revised 08/15/2019

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 hearth, 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.

**44. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE:** W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the vendor must submit to the Agency a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-award interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.



(Name, Title)

Matt Athey, Client Director

(Printed Name and Title)

5181 Natorp Blvd, Suite 110, Mason, OH 45040

(Address)

614-354-5892

(Phone Number) / (Fax Number)

matt.athey@thinkahead.com

(email address)

**CERTIFICATION AND SIGNATURE:** 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.

AHEAD, LLC

(Company)



(Authorized Signature) (Representative Name, Title)

Matt Athey, Client Director

(Printed Name and Title of Authorized Representative)

11 September 2019

(Date)

614-354-5892

(Phone Number) (Fax Number)

**REQUEST FOR QUOTATION**  
**Dell EMC RecoverPoint or Equal**

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**SPECIFICATIONS**

- 1. PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a contract for the one-time purchase of Dell EMC RecoverPoint Appliances or Equal.

The Agency wants to acquire a replication solution that would provide a SAN-level replication between its two (2) EMC VNX5400 SANs which are located at the WVOT Data Center (Building 6) in Charleston, WV and at the Revenue Center which is also located in Charleston, WV. The Agency currently runs a SQL Server Cluster, File Servers, and a number of Virtual Machines in the Source Environment.

- 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 RecoverPoint or Equal 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 proposed 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 “FIPS 140-2”** is a U.S. government computer security standard used to approve cryptographic modules.

**2.5 “WAN”** is short for Wide Area Network which is a network exists over a large-scale geographical area.

- 3. QUALIFICATIONS:** Vendor shall have the following minimum qualifications:

**3.1** Vendor must be the manufacturer or an authorized reseller of its proposed hardware. Agency reserves the right to request proof of authorization. Vendor must provide any documentation requested by the State to assist in confirmation of compliance with this provision. References, documentation, or other information to confirm compliance with this experience requirement may be requested after bid opening and prior to contract award.

- 4. GENERAL REQUIREMENTS:**

**4.1 Mandatory Contract Item Requirements:** Contract Item must meet or exceed the mandatory requirements listed below.

**REQUEST FOR QUOTATION**  
**Dell EMC RecoverPoint or Equal**

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**4.1.1 Dell EMC RecoverPoint or Equal**

- 4.1.1.1** Must provide physical appliances that are compatible with agency owned and operated Dell EMC VNX5400 Series Storage Arrays. A virtual machine solution will not be accepted.
- 4.1.1.2** Vendor must provide a redundant pair of appliances at the source site and at the target site in an active /active cluster.
- 4.1.1.3** The appliances must be capable of multi-site support allowing multiple replications of data to different target devices in different sites.
- 4.1.1.4** Each appliance must have a 16-Gb Fibre Channel and 10-Gb twisted copper pair I/O module.
- 4.1.1.5** Must be able to perform any Point-in-Time (PIT) recovery.
- 4.1.1.6** All network connections to and from the appliances must be encrypted using FIPS 140-2 validated cryptographic modules.
- 4.1.1.7** Must have both Asynchronous replication and Synchronous replication. Must also have a Dynamic synchronous mode allowing the Agency to establish policies that are used to automatically switch between synchronous and asynchronous replication.
- 4.1.1.8** The replication software must run on the appliances and not require any host-based agents. The replication software must not run on any host servers or storage subsystems.
- 4.1.1.9** The appliances must provide data replication over WAN.
- 4.1.1.10** The appliances must replicate a local and remote copy of the Agency's data. Must have a replicated copy that is up to date, with multiple copies of the data accessible at all times, ensuring failover with no data loss.
- 4.1.1.11** Must ensure data transfer continues without interruption during concurrent processing of one or both replicated copies.

**REQUEST FOR QUOTATION**  
**Dell EMC RecoverPoint or Equal**

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**4.1.1.12** Must provide a copy of all writes to a protected volume that are tracked and sent to the local appliance.

**4.1.1.13** Must be able to administer the cluster via SSH based command line interface (CLI) and graphical user interface (GUI).

**4.1.1.14** Must have a Dashboard page that provides a high-level overview of the environment. Must give information on system health, status on various components in the configuration, and views of various errors, warnings, and information messages issued by the system.

**4.1.1.15** Must have the capability to set password lengths to a minimum of fourteen characters and require the use of lower case, upper case, non-alphabetical characters.

**4.1.1.16** Must be capable of locking out a user after three consecutive failed password attempts.

**4.1.1.17** Must have the capability to configure a log on banner text.

**4.1.2 Warranty**

**4.1.2.1** Each appliance must have a minimum of a three (3)-year manufacturer's warranty that includes:

**4.1.2.1.1** 24x7 Remote Technical Support

**4.1.2.1.2** 4 Hour Onsite Support Parts and Labor Response

**4.1.2.1.3** Operating Environment Software and operating system support

**4.1.2.1.4** Proactive monitoring, issue detection, notification and automatic case creation

**4.1.3 Professional Services and Training**

**4.1.3.1** Vendor must install the appliances at the source and target sites.

**4.1.3.2** Vendor must configure replication between the appliances. Replication jobs must be tested and completed successfully.



**REQUEST FOR QUOTATION**  
**Dell EMC RecoverPoint or Equal**

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**4.1.3.3** Vendor must provide eight (8) hours of training for up to five (5) admin users.

**4.1.4 Alternative 'Or Equal' Submission**

**4.1.4.1** Contract item if bidding an "or Equal" product will not require the purchase of any additional software or hardware for implementation. If Vendor is submitting an or Equal product this information must be provided at the time of submitting bid response. Any documentation supporting such should be submitted with bid response.

**4.1.5** Vendor must provide a copy of all applicable maintenance and support agreements prior to contract award for review and approval by the State of West Virginia.

**5. CONTRACT AWARD:**

**5.1 Contract Award:** The Contract is intended to provide Agencies 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.

**5.2 Pricing Page:** Vendor should complete the Pricing Page by completing Exhibit A. Vendor should complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in Vendor's bid being disqualified.

Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation. If Vendor is submitting bid online Vendor must submit Pricing Page as attachment. TOTAL BID AMOUNT is the amount Vendor is to enter into wvOASIS commodity line when submitting. Notwithstanding the foregoing, the Purchasing Division may correct errors at its discretion.

Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

**6. PAYMENT:**

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

**REQUEST FOR QUOTATION  
Dell EMC RecoverPoint or Equal**

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**7. DELIVERY AND RETURN:**

- 7.1 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 15 calendar days after receiving a purchase order.

**Contract Items must be delivered to Agency:  
West Virginia State Tax Department  
1001 Lee Street E., Charleston, WV 25301**

- 7.2 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.

Any Agency seeking to obtain the Contract Items from a third party under this provision must first obtain approval of the Purchasing Division.

- 7.3 Delivery Payment/Risk of Loss:** Vendor shall deliver the Contract Items F.O.B. destination to the Agency's location.
- 7.4 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.
- 7.5 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.

**REQUEST FOR QUOTATION**  
**Dell EMC RecoverPoint or Equal**

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**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.

**9. MISCELLANEOUS:**

**9.1 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Lee Erwin

**Telephone Number:** 312-924-4498

**Fax Number:** 800-294-5141

**Email Address:** lee.erwin@thinkahead.com

**Exhibit A - Pricing Page**  
**Dell EMC RecoverPoint or Equal**

Item #	Part Number	Item Description	Bid Item Description	Unit of Measure	Quantity	Unit Cost	Extended Price
4.1.1	VNX-RPHW7-G6T	RecoverPoint Appliance or Equal for Source Site	2 Physical RPA Appliances	ea	2	\$ 9,839.04	\$ 19,678.08
4.1.1	VNX-RPHW7-G6T	RecoverPoint Appliance or Equal for Target Site	2 Phsyical RPA Appliances	ea	2	\$ 9,839.04	\$ 19,678.08
4.1.1		Licensing Costs for each device	Local and Remote Replication for Source Local and Remote Replication for Target	ea	4	\$ 3,355.41	\$ 13,421.64
4.1.2	W-PSM-HW-001 WU-PSP	ProSupport with Mission Critical Hardware Warranty or Equal	ProSupport 4HR/MC Support	ea	4	\$ 1,973.66	\$ 7,894.64
4.1.3		Professional Services	Dell EMC Recoverpoint IMP for Unified QS	ea	1	\$ 11,900.00	\$ 11,900.00
4.1.3		Training	Recoverpoint Video Instructor Led Training Service for 5 Individual	ea	1	\$ 8,693.20	\$ 8,693.20
						<b>Total Bid Amount</b>	<b>\$ 81,265.64</b>

Vendor Name:

Ahead, LLC

Signature:

Date:

11-Sep-19

# West Virginia Ethics Commission



## Disclosure of Interested Parties to Contracts

Pursuant to *W. Va. Code* § 6D-1-2, a state agency may not enter into a contract, or a series of related contracts, that has/have an actual or estimated value of \$1 million or more until the business entity submits to the contracting state agency a Disclosure of Interested Parties to the applicable contract. In addition, the business entity awarded a contract is obligated to submit a supplemental Disclosure of Interested Parties reflecting any new or differing interested parties to the contract within 30 days following the completion or termination of the applicable contract.

For purposes of complying with these requirements, the following definitions apply:

*"Business entity"* means any entity recognized by law through which business is conducted, including a sole proprietorship, partnership or corporation, but does not include publicly traded companies listed on a national or international stock exchange.

*"Interested party"* or *"Interested parties"* means:

- (1) A business entity performing work or service pursuant to, or in furtherance of, the applicable contract, including specifically sub-contractors;
- (2) the person(s) who have an ownership interest equal to or greater than 25% in the business entity performing work or service pursuant to, or in furtherance of, the applicable contract. (This subdivision does not apply to a publicly traded company); and
- (3) the person or business entity, if any, that served as a compensated broker or intermediary to actively facilitate the applicable contract or negotiated the terms of the applicable contract with the state agency. (This subdivision does not apply to persons or business entities performing legal services related to the negotiation or drafting of the applicable contract.)

*"State agency"* means a board, commission, office, department or other agency in the executive, judicial or legislative branch of state government, including publicly funded institutions of higher education: Provided, that for purposes of *W. Va. Code* § 6D-1-2, the West Virginia Investment Management Board shall not be deemed a state agency nor subject to the requirements of that provision.

The contracting business entity must complete this form and submit it to the contracting state agency prior to contract award and to complete another form within 30 days of contract completion or termination.

*This form was created by the State of West Virginia Ethics Commission, 210 Brooks Street, Suite 300, Charleston, WV 25301-1804. Telephone: (304)558-0664; fax: (304)558-2169; e-mail: [ethics@wv.gov](mailto:ethics@wv.gov); website: [www.ethics.wv.gov](http://www.ethics.wv.gov).*

**West Virginia Ethics Commission**  
**Disclosure of Interested Parties to Contracts**

(Required by W. Va. Code § 6D-1-2)

**Name of Contracting Business Entity:** AHEAD, LLC **Address:** 401 N Michigan Avenue, 34th floor Chicago, IL 60611

**Name of Authorized Agent:** Matt Athey, Client Director **Address:** 5181 Natorp Blvd, Suite 110, Mason, OH 45040

**Contract Number:** \_\_\_\_\_ **Contract Description:** \_\_\_\_\_

**Governmental agency awarding contract:** West Virginia Tax Division

☐ Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):

**1. Subcontractors or other entities performing work or service under the Contract**

☒ Check here if none, otherwise list entity/individual names below.

**2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)**

☒ Check here if none, otherwise list entity/individual names below.

**3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)**

☒ Check here if none, otherwise list entity/individual names below.

**Signature:**  **Date Signed:** 29 Aug 2019

**Notary Verification**

State of Illinois, County of Cook:

I, Allison M. Kibbat, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 29 day of August, 2019.

  
Official Seal  
Allison Marie Kibbat  
Notary Public State of Illinois  
My Commission Expires 11/01/2021

Allison M. Kibbat

Notary Public's Signature

~~To be completed by State Agency:~~

Date Received by State Agency: \_\_\_\_\_

Date submitted to Ethics Commission: \_\_\_\_\_

Governmental agency submitting Disclosure: \_\_\_\_\_

Revised June 8, 2018

STATE OF WEST VIRGINIA  
Purchasing Division  
**PURCHASING AFFIDAVIT**

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(f), 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 § 6A-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 § 23-20-2, 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: AHEAD, LLC

Authorized Signature: [Signature] Date: 15 Jul 2019

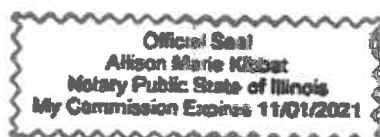
State of Illinois

County of Cook, to-wit:

Taken, subscribed, and sworn to before me this 15 day of July, 2019.

My Commission expires November 1, 2021.

**AFFIX SEAL HERE**



**NOTARY PUBLIC**

[Signature: Allison Marie Kibbat]

Purchasing Affidavit (Revised 01/19/2018)