



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

## Header 2

[List View](#)

## General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 718126

Procurement Type: Central Contract - Fixed Amt

Vendor ID: VS0000020347

Legal Name: CAPITAL CONSULTING LLC

Alias/DBA:

Total Bid: \$179,370.84

Response Date: 05/07/2020

Response Time: 12:28

SO Doc Code: CRFQ

SO Dept: 0704

SO Doc ID: INS2000000004

Published Date: 4/27/20

Close Date: 5/7/20

Close Time: 13:30

Status: Closed

Solicitation Description: Oracle License Update and Support

Total of Header Attachments: 2

Total of All Attachments: 2



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Year 1-Software maintenance and support	4.00000	EA	\$646.530000	\$2,586.12

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Change Management Pack- Processor Perpetual Software Update License and Support. 2016-2017

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Year 1-Software maintenance and support	4.00000	EA	\$8,620.420000	\$34,481.68

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Database Enterprise Edition-Processor Perpetual Software Update License and Support. 2016-2017

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Year 1-Software maintenance and support	4.00000	EA	\$646.530000	\$2,586.12

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Diagnostic Pack-Processor Perpetual Software Update License and Support. 2016-2017

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Year 1-Software maintenance and support	4.00000	EA	\$646.530000	\$2,586.12

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Tuning Pack-Processor Perpetual Software Update License and Support. 2016-2017

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Year 2-Software maintenance and support	4.00000	EA	\$672.390000	\$2,689.56

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Change Management Pack- Processor Perpetual Software Update License and Support. 2017-2018

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Year 2-Software maintenance and support	4.00000	EA	\$8,965.240000	\$35,860.96

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Database Enterprise Edition-Processor Perpetual Software Update License and Support. 2017-2018

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Year 2-Software maintenance and support	4.00000	EA	\$672.390000	\$2,689.56

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Diagnostic Pack-Processor Perpetual Software Update License and Support. 2017-2018

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Year 2-Software maintenance and support	4.00000	EA	\$672.390000	\$2,689.56

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Tuning Pack-Processor Perpetual Software Update License and Support. 2017-2018

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Year 3-Software maintenance and support	4.00000	EA	\$699.290000	\$2,797.16

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Change Management Pack- Processor Perpetual Software Update License and Support. 2018-2019

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Year 3-Software maintenance and support	4.00000	EA	\$9,323.840000	\$37,295.36

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Database Enterprise Edition-Processor Perpetual Software Update License and Support. 2018-2019

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Year 3-Software maintenance and support	4.00000	EA	\$699.290000	\$2,797.16

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Diagnostic Pack-Processor Perpetual Software Update License and Support. 2018-2019

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Year 3-Software maintenance and support	4.00000	EA	\$699.290000	\$2,797.16

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Tuning Pack-Processor Perpetual Software Update License and Support. 2018-2019

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Year 4-Software maintenance and support	4.00000	EA	\$727.260000	\$2,909.04

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Change Management Pack- Processor Perpetual Software Update License and Support. 2019-2020

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Year 4-Software maintenance and support	4.00000	EA	\$9,696.800000	\$38,787.20

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Database Enterprise Edition-Processor Perpetual Software Update License and Support. 2019-2020

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Year 4-Software maintenance and support	4.00000	EA	\$727.260000	\$2,909.04

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Diagnostic Pack-Processor Perpetual Software Update License and Support. 2019-2020

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Year 4-Software maintenance and support	4.00000	EA	\$727.260000	\$2,909.04

Comm Code	Manufacturer	Specification	Model #
81112200			

**Extended Description :** Oracle Tuning Pack-Processor Perpetual Software Update License and Support. 2019-2020



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: 718126

Doc Description: Oracle License Update and Support

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2020-04-27	2020-05-07 13:30:00	CRFQ 0704 INS2000000004	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:

Capital Consulting L.L.C. D/B/A Tharseo IT  
 1231B Good Hope Road SE  
 Washington, DC 20020

**FOR INFORMATION CONTACT THE BUYER**

Guy Nisbet  
 (304) 558-2596  
 guy.l.nisbet@wv.gov

Signature X

FEIN # 47-1729825

DATE May 5, 2020

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

**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.**

Michael Tenreiro, Director of Business Development 

(Name, Title)

Michael Tenreiro, Director of Business Development

(Printed Name and Title)

1231B Good Hope Road SE, Washington, DC 20020

(Address)

631-413-4924 855-815-7474

(Phone Number) / (Fax Number)

Mtenreiro@Tharseoit.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.

Capital Consulting L.L.C. D/B/A Tharseo IT

(Company)



Michael Tenreiro, Director of Business Development

(Authorized Signature) (Representative Name, Title)

Michael Tenreiro, Director of Business Development

(Printed Name and Title of Authorized Representative)

05/05/2020

(Date)

631-413-4924 855-815-7474

(Phone Number) (Fax Number)

**ADDENDUM ACKNOWLEDGEMENT FORM  
SOLICITATION NO.:**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**  
*(Check the box next to each addendum received)*

- |   |  |
|---|--|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Capital Consulting L.L.C D/B/A Tharseo IT

**Company**

Michael Tenreiro



**Authorized Signature**

05/05/2020

**Date**

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

REQUEST FOR QUOTATION  
Oracle Software Maintenance and Support

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SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Offices of the Insurance Commissioner (WVOIC) to establish a contract for Oracle software maintenance and support. The software is currently running on agency owned HP Proliant DL380P gen8. 64-bit Linux Red Hat Server.
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 **“Licenses”** means Agency’s licenses to utilize Oracle software.
  - 2.2 **“Pricing Page”** means the pages, contained wvOASIS or attached hereto as **Exhibit A**, upon which Vendor should list its proposed price for the software maintenance and support.
  - 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.
3. **QUALIFICATIONS:** Vendor, or Vendor’s staff if requirements are inherently limited to individuals rather than corporate entities, shall have the qualifications listed below. Compliance will be determined prior to contract award by the State through documentation provided by the Vendor with its bid or upon request, 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 are preferred with the bid submission but may be requested after bid opening and prior to contract award.
  - 3.1 Vendor must be authorized by Oracle to provide software maintenance and support for the Licenses.
4. **MANDATORY REQUIREMENTS:**
  - 4.1. **Software Maintenance and Support:** Vendor must provide maintenance and support for the Licenses as follows:
    - 4.1.1. Four (4) Licenses must be covered by maintenance and support.
      - 4.1.1.1. Agency owned License Software CSI 1590615
        - Four (4) Change Management Pack- Processor Perpetual
        - Four (4) Oracle Database Enterprise Edition-Processor Perpetual
        - Four (4) Oracle Diagnostic Pack-Processor Perpetual
        - Four (4) Oracle Tuning Pack- Processor Perpetual

REQUEST FOR QUOTATION  
Oracle Software Maintenance and Support

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- 4.1.2. Vendor will be required to provide pricing for Maintenance and Support for one (1) year with three (3) optional one (1)-year renewals.
  - 4.1.3. Current maintenance and support began on May 17, 2016 and expires on May 17, 2020
  - 4.1.4. Maintenance and Support under the initial term of this Contract will be for the period beginning on May 17, 2020 and ending on May 16, 2021. Each subsequent term, if any are authorized by the parties, will run consecutively to the prior term.
  - 4.1.5. Reinstatement fees for lapsed support must be included in the first year of maintenance and support costs, if applicable.
  - 4.1.6. Vendor **must** provide a copy of any and all applicable maintenance and support agreements prior to contract award for review and approval by the State of West Virginia Purchasing Division and the Agency.
  - 4.1.7. Vendor shall provide program updates, fixes, security alerts and critical patch updates as they become available.
  - 4.1.8. Vendor shall provide Oracle quarterly patches as they become available.
  - 4.1.9. Vendor shall provide Oracle Security patches as they become available.
  - 4.1.10. Vendor shall provide tax, legal and regulatory updates and patches as they become available.
  - 4.1.11. Vendor shall provide product upgrades including upgraded scripts as they become available.
  - 4.1.12. Vendor shall have the ability to provide support and assistance with service requests (24) hours a day, (7) days per week, (365) days per year including any and all State holidays.
  - 4.1.13. Vendor shall provide web-based customer support available during the same time period as **Section 4.1.12** above
- 4.2 Vendor shall provide with their bid a copy of any software support terms and conditions (ie, of the vendor) to which the State of West Virginia and or the agency must agree to or accept, either in writing or digitally, in order to order and receive the commodities or services as offered as part of this contract. Written terms will be required prior to the award of any contract resulting from this solicitation.

REQUEST FOR QUOTATION  
Oracle Software Maintenance and Support

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**4.3 Vendor must also agree to accept and incorporate the current negotiated terms between Oracle and the State of West Virginia into their agreement terms, as applicable.** These terms can be reviewed at:

<http://www.state.wv.us/admin/purchase/swc/MSORACLE14.pdf>

**5. CONTRACT AWARD:**

**5.1. Contract Award:** The Contract will be awarded to the Vendor that provides the Software Maintenance and Support meeting the required specifications for the lowest total contract cost as shown on the Pricing Page. Solicitations will be evaluated on the Total Bid Amount. Award will be for Year One (1) Services only. Future years will be added by Change Order initiated by the Agency and agreed to by the Vendor and processed by the West Virginia Purchasing Division.

**5.2. Pricing Page:** Vendor should complete **Exhibit A Pricing Page** by entering the Unit Price for each line item for each Contract Year. Vendor should then multiply line item Unit Price (x) the Quantity to calculate the Extended Unit Price for each Descriptive Item. Vendor should then add all lines in the Extended Unit Cost for a Total Bid Amount. 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 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 Pages through wvOASIS, if available, or as an electronic document.

**6. PAYMENT:** Agency shall pay a flat fee for the software update and support service, as shown on the Pricing Pages, for all Software Maintenance and Support. Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

**7. FACILITIES ACCESS:** In the event that performance of Software Maintenance and Support requires access to Agency facilities, access cards and/or keys may be required to gain entrance. In the event that access cards and/or keys are required:

**7.1.** Vendor must identify principal service personnel which will be issued access cards and/or keys to perform service.

**7.2.** Vendor will be responsible for controlling cards and keys and will pay replacement fee, if the cards or keys become lost or stolen.

**7.3.** Vendor shall notify Agency immediately of any lost, stolen, or missing card or key.

**REQUEST FOR QUOTATION  
Oracle Software Maintenance and Support**

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7.4. Anyone performing under this Contract will be subject to Agency’s security protocol and procedures.

7.5. Vendor shall inform all staff of Agency’s security protocol and procedures.

**8. VENDOR DEFAULT:**

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

8.1.1. Failure to perform Contract Services 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:** Michael Tenreiro, Director of Business Development

**Telephone Number:** 631-413-4924

**Fax Number:** 855-815-7474

**Email Address:** mtenreiro@tharseoit.com

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

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

**ALL CONTRACTS:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Capital Consulting D/B/A Tharseo IT

Authorized Signature: *[Signature]* Date: May 7, 2020

State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 7 day of May, 2020

My Commission expires 03-31, 2024.

**AFFIX SEAL HERE**

NOTARY PUBLIC *[Signature]*  
ALEXUS M BUSH  
NOTARY PUBLIC  
REG # 7863116  
COMMISSION EXPIRES 3/31/2024  
COMMONWEALTH OF VIRGINIA  
Purchasing Division (Revised 07/19/2018)



West Virginia Insurance Commissioner

**Oracle License Update and Support  
Request for Quote (RFQ) – Compliance and Pricing**

**Solicitation number: INS200000004  
Solicitation Submission: May 7, 2020 1:30 pm**

Capital Consulting L.L.C. D/B/A Tharseo IT | 1231B Good Hope Rd. SE | Washington  
DC 20020-6907  
tharseoit.com | 855.815.7474

Contact Information: Mike Tenreiro | 631.413.4924 [mtenreiro@tharseoit.com](mailto:mtenreiro@tharseoit.com)

This proposal includes data that shall not be disclosed outside the District and shall not be duplicated, used or disclosed in whole or in part for any purpose except for use in the procurement process.

If, however, a contract is awarded to this offeror as a result of or in connection with the submission of this data, the District will have the right to duplicate, use, or disclose the data to the extent consistent with the District's needs in the procurement process. This restriction does not limit the District's rights to use, without restriction, information contained in this proposal if it is obtained from another source. The data subject to this restriction as contained in page 1 through the end of document.



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**Statement of confidentiality**

All information submitted within this response to the West Virginia State Insurance Commissioner is to be treated as confidential and to be used only within the context of the evaluation criteria as outlined in the Request for Quote number INS2000000004.

**Certification of compliance**

Capital Consulting L.L.C. D/B/A Tharseo IT certifies it has read and understood the solicitation and all amendments and is compliant with all articles, clauses, terms and conditions contained or referenced within INS2000000004..

**Validity of proposal**

Capital Consulting L.L.C. D/B/A Tharseo IT understands the terms set out in this response will remain valid for a period of not less than 120 days from the closing date of this solicitation, being 05/07/2020.

**Enquiries and corporate contact information**

Should any enquiries arise during the review or evaluation of the contents of this submission, please contact Eric Wimer at (703) 790 – 9309 (Cell) or email [ewimer@tharseoit.com](mailto:ewimer@tharseoit.com) and/or Amit Bahadur at (804) 405-5347 (Cell)- or email [abahadur@tharseoit.com](mailto:abahadur@tharseoit.com). The mailing address of Capital Consulting L.L.C. D/B/A Tharseo IT is 1231B Good Hope Rd. SE, Washington, DC 20020.



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Mike Tenreiro  
Director of Business  
Development

05/04/2020

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Date

## COVER LETTER

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Guy Nisbet

Guy.l.nisbet@wv.gov

Solicitation: INS2000000004

On behalf of Tharseo IT and our partner Affigent, I thank you for the opportunity to submit our quote for Oracle Update and Support Licenses. In order to provide the WV Insurance Commissioner, the most competitive pricing, Tharseo IT has partnered with Affigent to provide a quote for your Oracle License and Renewal needs.

Tharseo IT is an Oracle Gold Partner, Oracle certified Cloud Excellence Implementer and authorized reseller of Oracle Services. We have an excellent track record of success helping Public Sector agencies design and deploy Oracle software, scaled agile design, development, integration, migration delivery and 24/7 operational support of open source and cloud solutions. Our partner, Affigent, is an award-winning Oracle systems integrator, consulting firm, managed services provider and Platinum level member of Oracle Partner Network representing Oracle product lines across cloud, software, support, hardware, engineered systems and appliances.

Our proposal includes the price schedule and all other requested documents as per the solicitation.

Thank you for your consideration. We look forward to the possibility of working with you to fulfill West Virginia's Oracle needs.

Should you have any question, please feel free to reach out to me directly.



Mike Tenreiro

Director of Business Development

Tharseo IT

## THARSEO IT COMPANY SUMMARY

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Tharseo IT, LLC is a minority-owned, small disadvantaged business headquartered in Washington, DC. We specialize in assisting federal, state and local government agencies move workflows, applications, and data to FedRAMP secure cloud services. We provide cloud-based software, scaled agile design, development, integration, data migration, delivery, 24/7 operational support, customer support, and training for open source and Oracle Cloud Infrastructure. More than 500 government organizations currently use Oracle technology, including eight of the top 10 federal agencies by budget and all four branches of the US military.

Tharseo IT is a Public & Private Sector Certified Oracle Cloud Excellence Implementer (CEI) named as one of the 10 Most Promising Oracle Consulting/Service Companies in 2019 by CIO Review magazine. With more than 50 years' combined experience in the IT industry, our senior management led the technical team of 120 Oracle developers that successfully designed, built, and deployed DC Health Link, the District of Columbia's (DC) Health Benefit Exchange (HBX) in response to provisions of the Affordable Care Act in 2013.

**Tharseo IT has been named one of the 10 Most Promising Oracle Consulting/Service Companies in 2019 by CIO Review magazine.**

Since that time, our team has provided continuous leadership in IT strategy for all of the stakeholders and business units that comprise DC Health Link, taking a lead role in enterprise architecture, grant management, web development, User Interface/User Experience (UI/UX), software development, project management, software quality assurance, data analytics and Operations and Maintenance (OM) efforts. We were responsible for planning and coordination of more than 10 vendors participating in the re-architecture of DC Health Link to an agile, cloud based, continuously integrated system using SOA and open source for the exchange and communication with the federal and state hubs. Our software development teams delivered the mobile apps for iOS and Android and created an open source tax credit reconciliation system for the HBX by leveraging open source MAGI-In-The-Cloud code.

Tharseo IT incorporated in 2015, leveraging the in-depth experience and successful relationships established for the HBX project to thoroughly redesign the customer-facing DC Health Link website, expanding our services to provide editorial support, copywriting, Drupal and HTML programming and Dev Ops support. Our team was responsible for coordinating with all the vendors to harmonize all the user interfaces and content so that the site presented a unified and intuitive user experience for consumers, businesses, and brokers. As a result, DC Health Link is widely lauded as the most complete and user-friendly insurance exchange in the country, having been selected two years in a row by Clear Choices as the highest scoring HBX in the United States.

Tharseo IT continues to develop, enhance, operate, and maintain critical systems for benefits management, enabling government agencies to take advantage of the fast, secure, and stable Oracle Cloud Infrastructure to achieve their mission of improving financial decision making for improved health outcomes. We are privileged to have tackled some of the toughest and most intractable technology and innovation problems for our government clients:

**DC Department of Healthcare Finance (DHCF) District Access System (DCAS)** – Provide Washington, DC agencies with an integrated eligibility system for Medicaid, Supplemental Nutrition Assistance Program (SNAP), Temporary Assistance to Needy Families (TANF), and other benefits programs, with case management capabilities.

**DC Health District of Columbia Immunization Information System (DOCIIS)** – Migrate to the cloud the critical public health system that collects, stores, tracks and monitors immunization event information across the lifespan for residents and visitors to DC, and integrate with the Special Supplemental Nutrition Program for Women, Infants and Children (WIC) information system to aid in immunization assessments for pregnant women and children. *Moving to the Oracle GovCloud saved DC Health roughly 40% in infrastructure costs and 50% in development costs.*

**U.S. Department of Agriculture (USDA) Food and Nutrition Service (FNS) Supplemental Nutrition Assistance Program (SNAP) Electronic Benefits Transfer (EBT) Portal** – Provide the means for SNAP recipients to authorize transfer of their government benefits from a Federal account to a SNAP retailer account to pay for products received from Farmers' Markets and Direct Marketing Farmers, promoting healthy lifestyles for low income families. The SNAP EBT Portal is used in all 50 States, the District of Columbia, Puerto Rico, the Virgin Islands, and Guam.

### Oracle Cloud Transformation

Data security, privacy, and HIPAA compliance are our customers' chief concerns when they come to us with a benefits systems modernization challenge. Tharseo IT answers the challenge with the Oracle Cloud Infrastructure, a fully secure, flexible, end-to-end solution for integrating legacy databases into one high-performing data analytics engine that gives decision-makers dashboard access to the information they need to accelerate innovation.

Tharseo IT was the first Oracle partner to deploy a state agency into the Oracle GovCloud in 2018. Our Oracle-certified cloud architects and application developers have expertise in the entire Oracle infrastructure stack including IAM, SOA, WebLogic, and DB. Tharseo IT works collaboratively with our clients to analyze existing systems or applications, determine the best migration strategy, and efficiently migrate portions of a system – or entire enterprise systems – to the Oracle cloud. Tharseo IT also provides Oracle cloud operations and maintenance support to ensure long-term stability and viability.

**Tharseo IT was the first Oracle partner to deploy a state agency into the Oracle GovCloud in 2018.**

The Oracle cloud simplifies the infrastructure, so we can spend more time with our customers, and less time programming. All the services and tools are on board in one platform and ready to integrate by our experienced Oracle-certified cloud architects. That way we can rapidly tailor the infrastructure and reporting features to meet our customer's specific requirements and have the system up and running reliably in record time.

## PRICE SCHEDULE: QUOTE NUMBER TH3339

<i>Base Year</i>									
Support Service Number	Start Date	End Date	Service Level	Product	Product Part Number	CSI Number	Quantity	Unit Price	Total Price
2752999	16-May-20	15-May-21	Software Update License & Support	Oracle Database Enterprise Edition - Processor Perpetual	A90611	15901615	4	\$ 8,620.42	\$ 34,481.66
2752999	16-May-20	15-May-21	Software Update License & Support	Oracle Diagnostics Pack - Processor Perpetual	A90649	15901615	4	\$ 646.53	\$ 2,586.12
2752999	16-May-20	15-May-21	Software Update License & Support	Oracle Tuning Pack - Processor Perpetual	A90650	15901615	4	\$ 646.53	\$ 2,586.12
2752999	16-May-20	15-May-21	Software Update License & Support	Change Management Pack - Processor Perpetual	A90629	15901615	4	\$ 646.53	\$ 2,586.12
									<b>Total</b>
<b>\$ 42,240.02</b>									
<i>Option Year 1</i>									
Support Service Number	Start Date	End Date	Service Level	Product	Product Part Number	CSI Number	Quantity	Unit Price	Total Price
2752999	16-May-21	15-May-22	Software Update License & Support	Oracle Database Enterprise Edition - Processor Perpetual	A90611	15901615	4	\$ 8,965.23	\$ 35,860.93
2752999	16-May-21	15-May-22	Software Update License & Support	Oracle Diagnostics Pack - Processor Perpetual	A90649	15901615	4	\$ 672.39	\$ 2,689.56
2752999	16-May-21	15-May-22	Software Update License & Support	Oracle Tuning Pack - Processor Perpetual	A90650	15901615	4	\$ 672.39	\$ 2,689.56
2752999	16-May-21	15-May-22	Software Update License & Support	Change Management Pack - Processor Perpetual	A90629	15901615	4	\$ 672.39	\$ 2,689.56
									<b>Total</b>
<b>\$ 43,929.62</b>									
<i>Option Year 2</i>									
Support Service Number	Start Date	End Date	Service Level	Product	Product Part Number	CSI Number	Quantity	Unit Price	Total Price
2752999	16-May-22	15-May-23	Software Update License & Support	Oracle Database Enterprise Edition - Processor Perpetual	A90611	15901615	4	\$ 9,323.84	\$ 37,295.36
2752999	16-May-22	15-May-23	Software Update License & Support	Oracle Diagnostics Pack - Processor Perpetual	A90649	15901615	4	\$ 699.29	\$ 2,797.15
2752999	16-May-22	15-May-23	Software Update License & Support	Oracle Tuning Pack - Processor Perpetual	A90650	15901615	4	\$ 699.29	\$ 2,797.15
2752999	16-May-22	15-May-23	Software Update License & Support	Change Management Pack - Processor Perpetual	A90629	15901615	4	\$ 699.29	\$ 2,797.15
									<b>Total</b>
<b>\$ 45,686.80</b>									
<i>Option Year 3</i>									
Support Service Number	Start Date	End Date	Service Level	Product	Product Part Number	CSI Number	Quantity	Unit Price	Total Price
2752999	16-May-23	15-May-24	Software Update License & Support	Oracle Database Enterprise Edition - Processor Perpetual	A90611	15901615	4	\$ 9,696.79	\$ 38,787.18
2752999	16-May-23	15-May-24	Software Update License & Support	Oracle Diagnostics Pack - Processor Perpetual	A90649	15901615	4	\$ 727.26	\$ 2,909.03
2752999	16-May-23	15-May-24	Software Update License & Support	Oracle Tuning Pack - Processor Perpetual	A90650	15901615	4	\$ 727.26	\$ 2,909.03
2752999	16-May-23	15-May-24	Software Update License & Support	Change Management Pack - Processor Perpetual	A90629	15901615	4	\$ 727.26	\$ 2,909.03
									<b>Total</b>
<b>\$ 47,514.27</b>									

**Please Note the following regarding quote number TH3339:**

Technical support is provided by Oracle in accordance with Oracle’s then-current Technical Support Policies.

\*Tharseo IT’s quote number must be on the resultant End User order\*

- Please note that Extended Support is not included in this quote for technical support. Oracle is unable to guarantee the requirement of Extended Support for any Option Period(s) currently. Should you require Extended Support, that will be priced separately.

Tharseo IT is requesting the following clauses be removed from a potential award, as they are not applicable for the procurement of Oracle maintenance.

- Preference for Domestic Steel products – N/A – SW maintenance
- Preference for Domestic aluminum, glass and steel – N/A – SW maintenance