



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 2

## General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 613512

Procurement Type: Central Contract - Fixed Amt

Vendor ID: VS0000019687

Legal Name: IBM Corporation

Alias/DBA:

Total Bid: \$492,648.80

Response Date: 09/03/2019

Response Time: 14:49

SO Doc Code: CRFQ

SO Dept: 0802

SO Doc ID: DMV200000002

Published Date: 9/4/19

Close Date: 9/10/19

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 1 IBM WebSphere  
Maintenance and Support RFQ 

Total of Header Attachments: 2

Total of All Attachments: 2



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 613512

**Solicitation Description :** Addendum 1 IBM WebSphere Maintenance and Support RFQ.

**Proc Type :** Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2019-09-10 13:30:00	SR 0802 ESR09031900000001373	1

<b>VENDOR</b>
VS0000019687 IBM Corporation

**Solicitation Number:** CRFQ 0802 DMV2000000002

**Total Bid :** \$492,648.80      **Response Date:** 2019-09-03      **Response Time:** 14:49:18

**Comments:** Discounts have already been applied and are reflected in the attached quote.

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

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Production Environment	560.00000	EA	\$102.450000	\$57,372.00

Comm Code	Manufacturer	Specification	Model #
43201500			

**Extended Description :** Production Environment - Currently licensed for 560 PVU's for Production

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	UAT Environment	560.00000	EA	\$163.920000	\$91,795.20

Comm Code	Manufacturer	Specification	Model #
43201500			

**Extended Description :** UAT Environment - and 560 PVU's for non-productio

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	WebSphere Software Subscription Maint & Supp year one	1120.00000	EA	\$61.340000	\$68,700.80

Comm Code	Manufacturer	Specification	Model #
43201500			

**Extended Description :** WebSphere Software Subscription and Maintenance and Support year one.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	WebSphere Software Subscription Maint & Supp year two	1120.00000	EA	\$81.780000	\$91,593.60

Comm Code	Manufacturer	Specification	Model #
43201500			

**Extended Description :** WebSphere Software Subscription and Maintenance and Support year two.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	WebSphere Software Subscription Maint & Supp year three	1120.00000	EA	\$81.780000	\$91,593.60

Comm Code	Manufacturer	Specification	Model #
43201500			

**Extended Description :** WebSphere Software Subscription and Maintenance and Support year three.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	WebSphere Software Subscription Maint & Supp year four	1120.00000	EA	\$81.780000	\$91,593.60

Comm Code	Manufacturer	Specification	Model #
43201500			

**Extended Description :** WebSphere Software Subscription and Maintenance and Support year four.

# International Business Machines Corporation

International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600



## IBM Software Quotation

30-Aug-2019

Attn: Steve Monroe  
WEST VIRGINIA DIV OF MOTOR VEHICLE  
5707 MACCORKLE AVE SE  
CHARLESTON WV 25304-2816  
UNITED STATES

Passport Advantage Agreement Number: 233847  
IBM Customer Number: 2614624  
Relationship SVP Level: GV

Passport Advantage Site Number: 3862609  
Anniversary: 01-Sep  
Quotation SVP Level: GV

Dear Customer:

Thank you for your inquiry regarding IBM Software.

Any and all prices herein are suggested prices only and are subject to change at IBM's sole discretion. Products listed herein are subject to withdrawal or modification by IBM at any time at IBM's sole discretion. Final coverage dates for new license, Software Subscription and Support reinstatement, and Software Subscription and Support renewal part numbers will be based upon IBM's acceptance of the order, and as specified in the applicable agreements, irrespective of the dates which may appear in this quote.

This quotation is valid from 30-Aug-2019 and will expire on 30-Sep-2019.

Your order will be governed by and is subject to the terms of your Passport Advantage Agreement or the Passport Advantage Express Agreement, as applicable, against which this transaction will be placed.

Data Processing Protection - IBM's Data Processing Addendum (DPA) at <http://ibm.com/dpa> and the DPA Exhibit at <https://www.ibm.com/mysupport/s/article/support-privacy> apply to Client personal data, if and to the extent: i) the European General Data Protection Regulation (EU/2016/679); and ii) other data protection laws identified at [www.ibm.com/dpa/dpl](http://www.ibm.com/dpa/dpl) apply.

If you need assistance with placing your order or wish to discuss your quotation, please contact the IBM Representative noted below.

Yours sincerely,

ANGELA Y REINMUND  
Phone Number: 1-412-605-2660  
Fax Number:  
E-mail Address: Angela.Y.Reinmund@ibm.com

# International Business Machines Corporation

International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600



Quotation Number: 18456111  
 IBM Contact: ANGELA Y REINMUND  
 Phone Number: 1-412-605-2660

Quote Effective Date: 30-Aug-2019  
 Quote Expiration Date: 30-Sep-2019

Passport Advantage Agreement Number: 233847  
 IBM Customer Number: 2614624  
 Relationship SVP Level: GV

Passport Advantage Site Number: 3862609  
 Anniversary: 01-Sep  
 Quotation SVP Level: GV

Customer:  
 Attn: Steve Monroe  
 WEST VIRGINIA DIV OF MOTOR VEHICLE  
 5707 MACCORKLE AVE SE  
 CHARLESTON WV 25304-2816  
 UNITED STATES

Item	Part Number	Quantity	Points	Unit SVP Price	Discounted Price	Extended Amount
<b>IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) License + SW Subscription &amp; Support 12 Months</b>						
001	D55WJLL	560	616.00	204.90	102.45	57,372.00
30-Aug-2019 - 31-Aug-2020						
002	D55WJLL	560	616.00	204.90	163.92	91,795.20
30-Aug-2019 - 31-Aug-2020						
	Subtotal	1,120	1,232.00			149,167.20
-						
<b>IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription &amp; Support Renewal</b>						
003	E025SLL	560	123.20	40.89	20.45	11,452.00
01-Sep-2019 - 31-Aug-2020						
004	E025SLL	560	123.20	40.89	32.71	18,317.60
01-Sep-2019 - 31-Aug-2020						
005	E025SLL	560	123.20	40.89	40.89	22,898.40
01-Sep-2020 - 31-Aug-2021						
006	E025SLL	560	123.20	40.89	40.89	22,898.40
01-Sep-2020 - 31-Aug-2021						
007	E025SLL	560	123.20	40.89	40.89	22,898.40
01-Sep-2021 - 31-Aug-2022						

Useful/Important Web resources:

Passport Advantage information, customer secure site access, training, etc.: [ibm.com/software/passportadvantage](http://ibm.com/software/passportadvantage)  
 IBM's International Program License Agreement and product License Information documents: [ibm.com/software/sla](http://ibm.com/software/sla)  
 IBM Software Support web site: <https://www.ibm.com/software/support/handbook.html>

IBM Customer Number: 2614624

# International Business Machines Corporation

International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600



Item	Part Number	Quantity	Points	Unit SVP Price	Discounted Price	Extended Amount
008	E025SLL	560	123.20	40.89	40.89	22,898.40
01-Sep-2021 - 31-Aug-2022						
009	E025SLL	560	123.20	40.89	40.89	22,898.40
01-Sep-2022 - 31-Aug-2023						
010	E025SLL	560	123.20	40.89	40.89	22,898.40
01-Sep-2022 - 31-Aug-2023						
	Subtotal	4,480	985.60			167,160.00
-						
IBM acceptance of the order is subject to credit approval.						
Applicable tax will be recalculated at the time of order processing.						
<b>Total Points: 2,217.60</b>						<b>Subtotal in USD: 316,327.20</b>
						<b>Estimated Tax in USD: 22,142.91</b>
						<b>Total in USD: 338,470.11</b>
Your order is governed by and subject to the terms of your Passport Advantage Agreement or the Passport Advantage Express Agreement, as applicable, against which this transaction will be placed.						
Data Processing Protection - IBM's Data Processing Addendum (DPA) at <a href="http://ibm.com/dpa">http://ibm.com/dpa</a> and the DPA Exhibit at <a href="https://www.ibm.com/mysupport/s/article/support-privacy">https://www.ibm.com/mysupport/s/article/support-privacy</a> apply to Client personal data, if and to the extent: i) the European General Data Protection Regulation (EU/2016/679); and ii) other data protection laws identified at <a href="http://www.ibm.com/dpa/dpl">www.ibm.com/dpa/dpl</a> apply.						

Useful/Important Web resources:

Passport Advantage information, customer secure site access, training, etc.: [ibm.com/software/passportadvantage](http://ibm.com/software/passportadvantage)

IBM's International Program License Agreement and product License Information documents: [ibm.com/software/sla](http://ibm.com/software/sla)

IBM Software Support web site: <https://www.ibm.com/software/support/handbook.html>

IBM Customer Number: 2614624

# International Business Machines Corporation

*International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600*



## **IBM Terms and Conditions**

### **IBM International Passport Advantage Agreement**

The quote or order to which this document relates is governed by the terms of your Passport Advantage Agreement and its associated attachment(s).

If you have any trouble with the link(s) provided, please copy and paste the appropriate URL in your browser's navigation bar.

Useful/Important Web resources:

Passport Advantage information, customer secure site access, training, etc.: [www.ibm.com/software/passportadvantage](http://www.ibm.com/software/passportadvantage)

IBM's International Program License Agreement and product License Information documents: [www.ibm.com/software/sla](http://www.ibm.com/software/sla)

IBM Software Support Web site: <https://www.ibm.com/software/support/handbook.html>

IBM Customer Number: 2614624



September 3, 2019

Dear Ms. Harper,

Thank you for the opportunity to respond to the State of West Virginia's RFQ for IBM Websphere Application Server to be utilized by the Department of Motor Vehicles. IBM is excited to be in the next stage of your selection process and we know that you will be impressed with our market leading capabilities. IBM's Websphere Application Server Network Deployment provides users the ability to lift and shift workloads to any platform, (e.g., host applications created by vendors, in-house developers, or third-party personal), and is scalable to meet business demands.

Websphere Application Server Network Deployment is one of IBM's most popular solutions. Eighty percent of IBM clients are running Websphere Application Server Network Deployment, including West Virginia Department of Motor Vehicles. We are grateful that the agency is seeking additional licenses of Websphere Application Server, and are pleased that you're satisfied with the solution.

We have responded to your online questionnaire with a breakdown of costs for production and non-production quantities, along with the cost of subscription and support maintenance for four years. You will find an official quote attached. Please reach out to me if you have any questions.

IBM believes that our offering and recommendations demonstrate a track record for delivering proven middleware solutions and reflect our commitment to the State's success. We hope our response presents an overwhelming case to select IBM for your application hosting initiatives. I look forward to hearing from you soon, and I thank you for the opportunity to serve the State of West Virginia.

Sincerely,

A handwritten signature in black ink that reads "Angela Y. Reinmund".

Angela Reinmund  
IBM Account Executive  
Management and Platform  
E: [angela.y.reinmund@ibm.com](mailto:angela.y.reinmund@ibm.com)  
P: (412)605-2660