



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 # 4

List View

General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 581722

Procurement Type: Central Contract - Fixed Amt

Vendor ID: VS0000016714

Legal Name: INCARE TECHNOLOGIES INC

Alias/DBA:

Total Bid: \$284,045.10

Response Date: 07/11/2019

Response Time: 17:50

SO Doc Code: CRFQ

SO Dept: 1200

SO Doc ID: AUD1900000001

Published Date: 7/10/19

Close Date: 7/16/19

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 1-Integrated Data Protection Appliance

Total of Header Attachments: 4

Total of All Attachments: 4



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 581722  
**Solicitation Description :** Addendum 1-Integrated Data Protection Appliance  
**Proc Type :** Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2019-07-16 13:30:00	SR 1200 ESR0709190000000090	1

<b>VENDOR</b>
VS0000016714 INCARE TECHNOLOGIES INC

**Solicitation Number:** CRFQ 1200 AUD1900000001

**Total Bid :** \$284,045.10      **Response Date:** 2019-07-11      **Response Time:** 17:50:34

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Jessica S Chambers  
 (304) 558-0246  
 jessica.s.chambers@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	Please use the attached Exhibit A,B & C Pricing Pages.	1.00000	EA	\$284,045.100000	\$284,045.10

Comm Code	Manufacturer	Specification	Model #
43212200			

**Extended Description :** Please Note: Vendor must complete the attached Exhibit A,B, & C Pricing Pages in their Entirety and list the or equal product being provided, if applicable. Failure to provide them with your bid may result in disqualification.



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: 581722

Doc Description: Addendum 1-Integrated Data Protection Appliance

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2019-07-10	2019-07-16 13:30:00	CRFQ 1200 AUD1900000001	2

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

**FOR INFORMATION CONTACT THE BUYER**

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

Signature X

FEIN #

DATE

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

**ADDITIONAL INFORMATION:**

Addendum

Addendum No.01 issued to publish and distribute the attached information to the vendor community.

\*\*\*\*\*

The West Virginia State Auditor's Office (WVSAO) is seeking bids to establish a contract for the purchase of a Dell/EMC Integrated Data Protection Appliance (IDPA) backup solution, or equal. This solution shall be a factory integrated, 2U form factor, rack mountable, scalable solution. This solution shall provide capacity expansion options, from 24TB to 96TB without the need to purchase additional hardware. Solution shall be standard nineteen (19) inch sizing so they may be installed in existing WVSAO cabinets or rack per the terms and conditions and specifications as attached.

INVOICE TO		SHIP TO	
STATE AUDITOR'S OFFICE 1900 KANAWHA BLVD E 1900 KANAWHA BLVD E CHARLESTON US	WV25305-0230	STATE AUDITORS OFFICE 1900 KANAWHA BLVD E CHARLESTON US	WV 25305-0230

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Please use the attached Exhibit A,B & C Pricing Pages.	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43212200			

**Extended Description :**

Please Note: Vendor must complete the attached Exhibit A,B, & C Pricing Pages in their Entirety and list the or equal product being provided, if applicable. Failure to provide them with your bid may result in disqualification.

**SOLICITATION NUMBER:** CRFQ AUD1900000001

**Addendum Number:** No.01

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

**Applicable Addendum Category:**

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

**Description of Modification to Solicitation:**

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

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

No other Changes.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

# ATTACHMENT A



July 10, 2019

1. Data migration of existing backups from current WVSAO Avamar to new solution - How many backups does this encompass and for what length retention?

We have approximately 12 backup policies that have yearly, 10 year or Infinite retention. These will need to be migrated to the new solution.

2. What is the approximate total size of full restore in front-end TB's for each backup set? For example "We have xx monthlies and xx yearly's that need to be migrated." and "The total capacity for a full restore of all hosts would be approximately xxTB"

The backups to be migrated are only those with retentions greater than 60 days. Anything 60 days or less will remain on our existing Avamar nodes until they naturally expire. SAO will begin sending backups to the new solution and keep Avamar available until all backups other than those already migrated have expired.

In regards to total size of full restores for anything to be migrated, less than 20TB, total.

3. Historically for data encryption requirements, bids for storage from WV state entities have required NIST validated FIPS 140-2 encryption. Is a NIST validated solution required for this bid? Level 1 or Level 2?

The solution must meet (or exceed) the following security standards, at the minimum.

a. Data in Flight:

ECDHE-ECDSA-AES128-GCM-SHA256:ECDHE-ECDSA-AES128-SHA256:ECDHE-ECDSA-AES128-SHA:ECDHE-RSA-AES128-GCM-SHA256:ECDHE-RSA-AES128-SHA256:AES128-SHA:AECDH-AES128-SHA: ECDHE-ECDSA-AES256-GCM-SHA256:ECDHE-ECDSA-AES256-SHA384:ECDHE-ECDSA-AES256-SHA:ECDHE-RSA-AES256-GCM-SHA384:AES256-SHA

b. Data at Rest:

Encryption using the AES 256 CFB block cipher mode.  
Internal key management system with the ability to utilize an external KMIP compliant key management system.

c. Authentication:

Solution must also incorporate the ability to harden system security for login, administrative access and roles, user and user credentials, network, web interfaces (TLS 1.2 compliant) and firewall security.

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

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

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

**Addendum Numbers Received:**

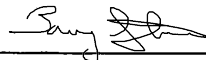
(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input 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.

InCare Technologies, Inc.

\_\_\_\_\_  
Company



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

7/11/2019

\_\_\_\_\_  
Date

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

**EXHIBIT A – Pricing Page**

**IDPA-Primary**

Contract Item	Dell/EMC Part Number	Description	Alternate Part Manufacturer and Model if bidding *or equal products	Unit of Measure	Quantity	Unit Cost	Extended Cost
3.2.1	N/A	Dell/EMC IDPA solution DP Appliance 4400, licensed for 48TB capacity or equivalent		Each	1	0.00	0.00
3.2.2	DPAPDPAPPL_4400 or equivalent	Anchor Data Protection Appliance 4400		Each	1	0.00	0.00
3.2.3	DP4400_24TB_SFP8 or equivalent	IDPA DP4400 24 TB (8) eight x 10G SFP		Each	1	49365.96	49,365.96
3.2.4	DPXCVR-10GBE-4400 or equivalent	Transceiver 10 GB Ethernet SFP + DP4400 300 Meter		Each	4	574.47	2,297.88
3.2.5	DPCBL-LC-OM4-10ME or equivalent	10 Meter LC to LC Cable kit		Each	4	38.93	155.72
3.2.6	DP4400_12TB_PACK or equivalent	DP440 12TB Capacity Expansion Pack		Each	2	24682.98	49,365.96
3.2.7	M-PSM-HW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Hardware, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.3.1	IDPA_DDVE_61 or equivalent	IDPA DDOS 6.1 Virtual Edition=IA		Each	1	0.00	0.00
3.3.2	458-002-482 or equivalent	DP4400 Cloud DR Essentials 5TB=CC		Each	1	0.00	0.00
3.3.2.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	15797.17	15,797.17
3.3.3	458-002-436 or equivalent	IDPA DP4400 Environment Configuration		Each	1	0.00	0.00
3.3.4	456-113-623 or equivalent	Analytics Enabler Entry=CB		Each	1	0.00	0.00
3.3.5	456-113-620 or equivalent	Federated Reporting Server Entry=IA		Each	1	0.00	0.00
3.3.6	456-113-661 or equivalent	IDPA Target Protocol Enabler Entry		Each	1	0.00	0.00
3.3.7	456-113-621 or equivalent	IDPA BU Application Enabler Entry		Each	1	0.00	0.00
3.3.8	456-113-622 or equivalent	VRealize Enabler=IA		Each	1	0.00	0.00
3.3.9	456-113-781 or equivalent	IDPA BOOSTFS 1TB Raw Enabler Entry=CB		Each	48	0.00	0.00
3.3.10	456-113-624 or equivalent	IDPA BU Search Engine Enabler Entry=CA		Each	1	0.00	0.00
3.3.11	456-107-987 or equivalent	DP4400 Capacity DDVE 12TB=CC		Each	4	0.00	0.00
3.3.11.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00

3.3.12	458-002-414 or equivalent	Data Protection Central Entry=CA		Each	1	0.00	0.00
3.3.12.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of support		Each	1	0.00	0.00
3.3.13	458-002-437 or equivalent	DP4400 Cloud Tier License		Each	1	0.00	0.00
3.3.14	456-107-983 or equivalent	Cloud Tier DP4400 Base TB=CC		Each	5	0.00	0.00
3.3.14.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.4.1	PS-PDP-IDPAVEDP or equivalent.	PDP for IDPA DP4X Series		Each	1	5966.90	5,966.90
3.4.2	CE-PDPPDTC0001 or equivalent.	Training Credits Valid for 1 Year (PDP DP)		Each	900	0.94	846.00
3.4.3	PS-PDP-P30IDPA or equivalent.	30 Day Post Deployment Assistance for IDPA		Each	1	226.96	226.96
3.4.4	PSINST-ESRS or equivalent.	Zero Dollar ESRS Install		Each	1	0.00	0.00
3.5.1	458-002-484 or equivalent.	EMC Granular Recovery Microsoft High=CA		Each	48	0.00	0.00
3.5.1.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.6.1	458-001-440 or equivalent.	RecoverPoint for VM Starter Pack		Each	1	0.00	0.00
3.6.2	456-113-589 or equivalent	RP4VM (5) five VM Starter Pack for DP4400=IB		Each	1	0.00	0.00
3.6.3	M-PSM-SW-D3-001 or equivalent.	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
						<b>Total Cost - Exhibit A</b>	124,022.55

**EXHIBIT B – Pricing Page**

**IDPA-Secondary**

Contract Item	Dell/EMC Part Number	Description	Alternate Part Manufacturer and Model if bidding *or equal products	Unit of Measure	Quantity	Unit Cost	Extended Cost
3.7.1	N/A	Dell/EMC IDPA solution DP Appliance 4400, licensed for 48TB capacity or equivalent		Each	1	0.00	0.00
3.7.2	DPAPDPAPPL_4400 or equivalent	Anchor Data Protection Appliance 4400		Each	1	0.00	0.00
3.7.3	DP4400_24TB_SFP8 or equivalent	IDPA DP4400 24 TB (8) eight x 10G SFP		Each	1	49365.96	49,365.96
3.7.4	DPXCVR-10GBE-4400 or equivalent	Transceiver 10 GB Ethernet SFP + DP4400 300 Meter		Each	4	574.47	2,297.88
3.7.5	DPCBL-LC-OM4-10ME or equivalent	10 Meter LC to LC Cable kit		Each	4	38.93	155.72
3.7.6	DP4400_12TB_PACK or equivalent	DP440 12TB Capacity Expansion Pack		Each	2	24682.98	49,365.96
3.7.7	M-PSM-HW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Hardware, including (12) twelve months of (7x24x365) support		Each	1	15797.17	15,797.17
3.8.1	IDPA_DDVE_61 or equivalent	IDPA DDOS 6.1 Virtual Edition=IA		Each	1	0.00	0.00
3.8.2	458-002-482 or equivalent	DP4400 Cloud DR Essentials 5TB=CC		Each	1	0.00	0.00
3.8.2.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.8.3	458-002-436 or equivalent	IDPA DP4400 Environment Configuration		Each	1	0.00	0.00
3.8.4	456-113-623 or equivalent	Analytics Enabler Entry=CB		Each	1	0.00	0.00
3.8.5	456-113-620 or equivalent	Federated Reporting Server Entry=IA		Each	1	0.00	0.00
3.8.6	456-113-661 or equivalent	IDPA Target Protocol Enabler Entry		Each	1	0.00	0.00
3.8.7	456-113-621 or equivalent	IDPA BU Application Enabler Entry		Each	1	0.00	0.00
3.8.8	456-113-622 or equivalent	VRealize Enabler=IA		Each	1	0.00	0.00
3.8.9	456-113-781 or equivalent	IDPA BOOSTFS 1TB Raw Enabler Entry=CB		Each	48	0.00	0.00
3.8.10	456-113-624 or equivalent	IDPA BU Search Engine Enabler Entry=CA		Each	1	0.00	0.00
3.8.11	456-107-987 or equivalent	DP4400 Capacity DDVE 12TB=CC		Each	4	0.00	0.00
3.8.11.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00

3.8.12	458-002-414 or equivalent	Data Protection Central Entry=CA		Each	1	0.00	0.00
3.8.12.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.8.13	458-002-437 or equivalent	DP4400 Cloud Tier License		Each	1	0.00	0.00
3.8.14	456-107-983 or equivalent	Cloud Tier DP4400 Base TB=CC		Each	5	0.00	0.00
3.8.14.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.9.1	PS-PDP-IDPAVEDP or equivalent.	PDP for IDPA DP4X Series		Each	1	5966.90	5,966.90
3.9.2	CE-PDPPDTC0001 or equivalent.	Training Credits Valid for 1 Year (PDP DP)		Each	900	0.94	846.00
3.9.3	PS-PDP-P30IDPA or equivalent.	30 Day Post Deployment Assistance for IDPA		Each	1	226.96	226.96
3.10.1	458-002-484 or equivalent.	EMC Granular Recovery Microsoft High=CA		Each	48	0.00	0.00
3.10.1.1	M-PSM-SW-DD-E1 or equivalent	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
3.11.1	458-001-440 or equivalent.	RecoverPoint for VM Starter Pack		Each	1	0.00	0.00
3.11.2	456-113-589 or equivalent	RP4VM (5) five VM Starter Pack for DP4400=IB		Each	1	0.00	0.00
3.11.2.1	M-PSM-SW-D3-001 or equivalent.	Pro-Support w/Mission Critical-Software, including (12) twelve months of (7x24x365) support		Each	1	0.00	0.00
<b>Total Cost - Exhibit B</b>							<b>124,022.55</b>

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

## Exhibit Page C

### IDPA-Pricing Summary & Totals

Reference	Description	Cost
<b>IDPA-(Primary) Exhibit Page A</b>	Dell/EMC IDPA solution DP Appliance 4400, licensed for 48TB capacity, including hardware, software, licenses, services to include (12) months (1 year) of (7x24x365) support or equivalent - <b>Primary Location - Charleston</b>	124,022.55
<b>IDPA-(Secondary) Exhibit Page B</b>	Dell/EMC IDPA solution DP Appliance 4400, licensed for 48TB capacity, including hardware, software, licenses, services to include (12) months (1 year) of (7x24x365) support or equivalent - <b>Secondary Location - Clarksburg</b>	124,022.55
<b>Optional Maintenance &amp; Support - Year 2</b>	Maintenance, Licenses and Support charges after Year 1	Per Dell N/A
<b>Optional Maintenance &amp; Support - Year 3</b>	Maintenance, Licenses and Support charges after Year 2	Per Dell N/A
<b>Optional Maintenance &amp; Support - Year 4</b>	Maintenance, Licenses and Support charges after Year 3	Per Dell N/A

<b>Optional Maintenance &amp; Support - Year 5</b>	Maintenance, Licenses and Support charges after Year 4	Per Dell N/A
	<b>Grand Total</b>	<b>248,045.10</b>
Hourly Rate	Please quote hourly rate for services during normal business hours. Specify if business hours are other than Monday through Friday 0800-1700 Eastern Time	N/A
Hourly Rate	Please quote hourly rate for services outside of normal business hours	N/A

Vendor Signature: 