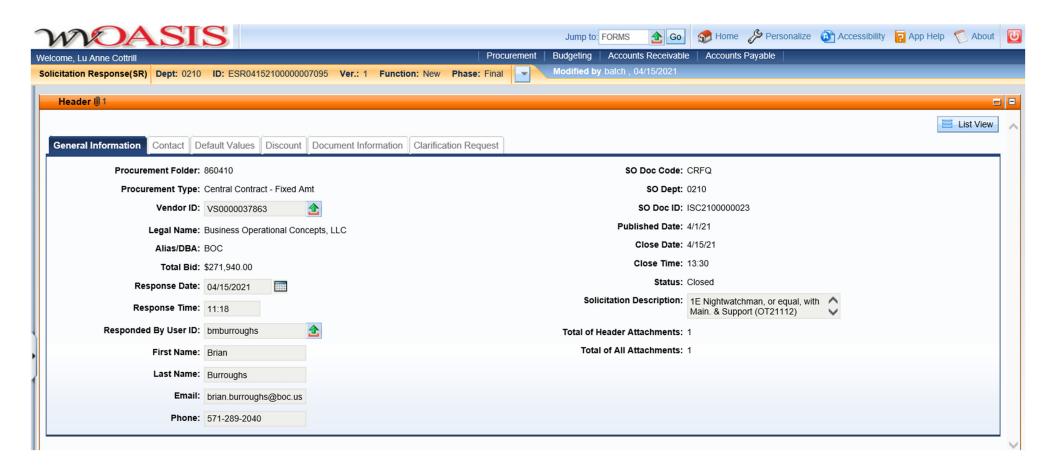
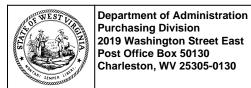


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

Bid Fax: 304-558-3970

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.





State of West Virginia Solicitation Response

Proc Folder:

860410

Solicitation Description:

1E Nightwatchman, or equal, with Main. & Support (OT21112)

Proc Type:

Central Contract - Fixed Amt

Solicitation Closes	Solicitation Response	Version
2021-04-15 13:30	SR 0210 ESR04152100000007095	1

VENDOR

VS0000037863

Business Operational Concepts, LLC

Solicitation Number: CRFQ 0210 ISC2100000023

Total Bid: 271940 **Response Date:** 2021-04-15 **Response Time:** 11:18:23

Comments:

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature

Signature X FEIN#

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

 Date Printed:
 Apr 15, 2021
 Page: 1
 FORM ID: WV-PRC-SR-001 2020/05

DATE

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	4.1.1 NightWatchman Enterprise Perpetual Licenses True Up	1000.000	00 EA	12.510000	12510.00

Comm Code	Manufacturer	Specification	Model #	
43230000				

Commodity Line Comments:

Extended Description:

4.1.1. 1,000 NightWatchman Enterprise Perpetual Licenses for True Up (L101110-118) or equal software licenses that can be used to provide power management to workstations.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	4.1.2 Maintenance and Support for True Up Licenses	1000.0000 EA		2.500000	2500.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments:

Extended Description:

4.1.2. 1,000 NightWatchman Enterprise maintenance and support for True Up Licenses (M101117-128) or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	4.1.3 Nomad Perpetual Licenses for True Up	1000.000	00 EA	6.230000	6230.00

Comm Code	Manufacturer	Specification	Model #	
43230000				

Commodity Line Comments:

Extended Description:

4.1.3. 1,000 Nomad Perpetual Licenses for True Up (L201110-114) or equal that can be used to provide power management to workstations.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	4.1.4 Nomad maintenance and support for True Up	1000.00	00 EA	1.250000	1250.00

Comm Code	Code Manufacturer Specifica		Model #	
81112200				

Commodity Line Comments:

Extended Description:

4.1.4. 1,000 Nomad maintenance and support for True Up (M201117-124) or equal

Date Printed: Apr 15, 2021 Page: 2 FORM ID: WV-PRC-SR-001 2020/05

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	4.1.5 Optional Renewal Year 2 Maintenance and Support	1000.000	00 EA	12.890000	12890.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments: Option Renewal Year 2

Extended Description:

4.1.5. Vendor must include the cost for Optional Renewal Years 2, 3, and 4 maintenance and support for the 1000 licenses.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	4.1.5 Optional Renewal Year 3 Maintenance and Support	1000.000	0 EA	13.280000	13280.00

Comm Code	Manufacturer	Specification	Model #	
43230000				

Commodity Line Comments: Option Renewal Year 3

Extended Description:

4.1.5. Vendor must include the cost for Optional Renewal Years 2, 3, and 4 maintenance and support for the 1000 licenses.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	4.1.5 Optional Renewal Year 4 Maintenance and Support	1000.000	0 EA	13.680000	13680.00

Comm Code	Manufacturer	Specification	Model #	
43230000				

Commodity Line Comments: Option Renewal Year 4

Extended Description:

4.1.5. Vendor must include the cost for Optional Renewal Years 2, 3, and 4 maintenance and support for the 1000 licenses.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	4.2 Maintenance and Support for Existing Licenses	20000.0	000 EA	2.500000	50000.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments:

Extended Description:

4.2 Maintenance and Support for Existing Licenses

Date Printed: Apr 15, 2021 Page: 3 FORM ID: WV-PRC-SR-001 2020/05

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	4.2 Maintenance and Support for Existing Licenses - YR2	20000.0	00 EA	2.580000	51600.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments: Option Renewal Year 2

Extended Description:

4.2 Maintenance and Support for Existing Licenses

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	4.2 Maintenance and Support for Existing Licenses - YR3	20000.000	0 EA	2.660000	53200.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments: Option Renewal Year 3

Extended Description:

4.2 Maintenance and Support for Existing Licenses

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	4.2 Maintenance and Support for Existing Licenses - YR4	20000.0	00 EA	2.740000	54800.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments: Option Renewal Year 4

Extended Description:

4.2 Maintenance and Support for Existing Licenses



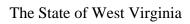
1E Nightwatchman Maintenance and Support CRFQ 0210 ISC2100000023

Prepared For:
Bid Clerk
Department of Administration Purchasing Division
2019 Washington St E
Charleston, WV 25305 US

Prepared by:
Business Operational Concepts, LLC
3709 MacAlpine Road
Ellicott City, MD 21042

Business Operational Concepts, LLC. Point of Contact:
Brian Burroughs
(571) 289-2040
brian.burroughs@boc.us.com

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed-in whole or in part-for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result-or in connection with-the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this proposal if it is obtainable from another source without restriction. The data subject to this restriction are contained on all sheets of this proposal.





CRFQ 0210 ISC2100000023

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CORPORATE INFORMATION AND EXPERTISE

COMPANY DESCRIPTION

Business Operational Concepts (BOC) is a Women-Owned Small Business (WOSB), founded in 2008. Strategically based in Maryland, BOC provides a wide variety of IT services primarily to government agencies. BOC currently maintains full-time employees in nine states, including Colorado, Georgia, Louisiana, Maryland, Ohio, Pennsylvania, Texas, Virginia, New York, and Washington, D.C. We employ a mix of onsite, part-time, and full-time teleworkers to meet our clients' needs, delivering program, project, and technical services on a 24x7x365 basis.

PRODUCTS AND SERVICES

We combine technical expertise and problem-solving capabilities with a concentration on customer service. Whether our customers desire complete solutions for overall IT infrastructure or turnkey consulting assistance, we can tailor our services to address their needs. We participate in the full analysis, research, design, and implementation lifecycle, providing solutions in the following technical areas:

- Service Desk
- Technical Writing
- Asset Management
- Cyber Security
- Program and Project Management
- License Management
- Network Operations
- Endpoint Engineering
- Cloud Computing
- Datacenter Operations
- Contact Center as a Service (CCaaS)

OWNERSHIP

Business Operational Concepts, LLC, is Women-Owned Small Business (WOSB) and is registered as such in the SAM database.

BUSINESS SIZE

Business Operational Concepts, LLC, is a small business under the \$27.5 million small business threshold for "Other Computer Related Services" (541519) NAICS Industry companies as defined by the United States Small Business Administration 13 CFR 121.201.

In addition, we are pleased to include the following logistical information about Business Operational Concepts, LLC:

Vendor's Company Name: Business Operational Concepts, LLC.

Address: 3709 MacAlpine Road, Ellicott City, MD 21042

Contact Person Information: Brian Burroughs

Phone: 571-289-2040

Email: brian.burroughs@boc.us.com

Vendor's DUNS Number: 830926718

Company's socioeconomic status: Small business, women-owned

Contract Vehicles: GSA IT 70 Contract Holder: 47QTCA19D00CL





PRICE:

Ontion Voor 2

Base Period					
LINE	PART NUMBER	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	L101110-118	NightWatchman Perpetual Purchase True Up	1,000	\$12.51	\$12,514.50
2	FYM - M101117- 128	NightWatchman FYM Purchase True Up	1,000	\$2.50	\$2,502.90
3	M123106-000	NightWatchman Enterprise Maintenance Renewal	20,000	\$2.50	\$50,058.00
4	L201110-114	Nomad Perpetual Purchase True Up	1,000	\$6.23	\$6,231.50
5	FYM - M201117- 124	Nomad FYM Purchase True Up	1,000	\$1.25	\$1,246.30
6	M213106-000	Nomad Maintenance Renewal	20,000	\$1.25	\$24,926.00

 SUBTOTAL
 \$97,479.20

 TAX
 \$0.00

 SHIPPING
 \$0.00

 OTHER
 \$0.00

 TOTAL
 \$97,479.20

Optio	n Year 2				
LINE	PART NUMBER	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	L101110-118	NightWatchman Perpetual Purchase True Up	1,000	\$12.89	\$12,885.30
2	FYM - M101117- 128	NightWatchman FYM Purchase True Up	1,000	\$2.58	\$2,575.00
3	M123106-000	NightWatchman Enterprise Maintenance Renewal	20,000	\$2.58	\$51,500.00
4	L201110-114	Nomad Perpetual Purchase True Up	1,000	\$6.42	\$6,416.90
5	FYM - M201117- 124	Nomad FYM Purchase True Up	1,000	\$1.29	\$1,287.50
6	M213106-000	Nomad Maintenance Renewal	20,000	\$1.29	\$25,750.00

 SUBTOTAL
 \$100,414.70

 TAX
 \$0.00

 SHIPPING
 \$0.00

 OTHER
 \$0.00

 TOTAL
 \$100,414.70





Optio	n Year 3				
LINE	PART NUMBER	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	L101110-118	NightWatchman Perpetual Purchase True Up	1,000	\$13.28	\$13,276.70
2	FYM - M101117- 128	NightWatchman FYM Purchase True Up	1,000	\$2.66	\$2,657.40
3	M123106-000	NightWatchman Enterprise Maintenance Renewal	20,000	\$2.66	\$53,148.00
4	L201110-114	Nomad Perpetual Purchase True Up	1,000	\$6.61	\$6,612.60
5	FYM - M201117- 124	Nomad FYM Purchase True Up	1,000	\$1.33	\$1,328.70
6	M213106-000	Nomad Maintenance Renewal	20,000	\$1.33	\$26,574.00

 SUBTOTAL
 \$103,597.40

 TAX
 \$0.00

 SHIPPING
 \$0.00

 OTHER
 \$0.00

 TOTAL
 \$103,597.40

Optio	n Year 4				
LINE	PART NUMBER	DESCRIPTION	QTY	UNIT PRICE	TOTAL
1	L101110-118	NightWatchman Perpetual Purchase True Up	1,000	\$13.68	\$13,678.40
2	FYM - M101117-128	NightWatchman FYM Purchase True Up	1,000	\$2.74	\$2,739.80
3	M123106-000	NightWatchman Enterprise Maintenance Renewal	20,000	\$2.74	\$54,796.00
4	L201110-114	Nomad Perpetual Purchase True Up	1,000	\$6.81	\$6,808.30
5	FYM - M201117-124	Nomad FYM Purchase True Up	1,000	\$1.37	\$1,369.90
6	M213106-000	Nomad Maintenance Renewal	20,000	\$1.37	\$27,398.00

 SUBTOTAL
 \$106,790.40

 TAX
 \$0.00

 SHIPPING
 \$0.00

 OTHER
 \$0.00

 TOTAL
 \$106,790.40





CONTACT

Solicitation Number: 298-IT-PhoneFY21

Business Operational Concepts'

830926718

LLC, DUNS Number:

Quoter:

Name: Brian Burroughs

Address: 3709 MacAlpine Road, Ellicott City, MD 21042

Telephone: 571-289-2040

Email: <u>brian.burroughs@boc.us.com</u>

Socio-Economic status: Business Operational Concepts, LLC, is a Women Owned

Small Business (WOSB)

Person authorized to negotiate on the Quoter's behalf with the government regarding this

solicitation:

Name: Brian Burroughs

Title: Chief Technology Officer

Telephone: 571-289-2040

Email: brian.burroughs@boc.us.com

Person Authorized to Sign the Quote:

Name: Brian Burroughs

Title: Chief Technology Officer

04/15/2021

Signature