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Header 1

List View

General Information | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Clarification Request](#)

Procurement Folder: 860410

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0210

Vendor ID: VS0000037863

SO Doc ID: ISC2100000023

Legal Name: Business Operational Concepts, LLC

Published Date: 4/1/21

Alias/DBA: BOC

Close Date: 4/15/21

Total Bid: \$271,940.00

Close Time: 13:30

Response Date: 04/15/2021

Status: Closed

Response Time: 11:18

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

Responded By User ID: bmburroughs

Total of Header Attachments: 1

Total of All Attachments: 1

First Name: Brian

Last Name: Burroughs

Email: brian.burroughs@boc.us

Phone: 571-289-2040



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

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 X **FEIN#** **DATE**

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	4.1.1 NightWatchman Enterprise Perpetual Licenses True Up	1000.0000	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	1000.0000	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	1000.0000	EA	1.250000	1250.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Commodity Line Comments:

Extended Description:

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

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	1000.0000	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	1000.0000	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	1000.0000	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	20000.000	EA	2.500000	50000.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Commodity Line Comments:

Extended Description:

4.2 Maintenance and Support for Existing Licenses

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	4.2 Maintenance and Support for Existing Licenses - YR2	20000.000	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	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	20000.000	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.



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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:

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

Option 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



Option 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

Option 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: brian.burroughs@boc.us.com

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

A handwritten signature in black ink, appearing to read 'BB', is written above a horizontal line.

04/15/2021

Signature