



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 3

 List View

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

Procurement Folder: 861552

Procurement Type: Central Purchase Order

Vendor ID: 000000211218 

Legal Name: INNOVATIVE BUSINESS SOLUTIONS

Alias/DBA: BRIAN LYNN BARTLETT

Total Bid: \$37,992.00

Response Date: 05/12/2021 

Response Time: 11:41

Responded By User ID: innovatiebs 

First Name: Brian

Last Name: Bartlett

Email: ibs@citynet.net

Phone: 304-628-3049

SO Doc Code: CRFQ

SO Dept: 0210

SO Doc ID: ISC210000027

Published Date: 4/28/21

Close Date: 5/12/21

Close Time: 13:30

Status: Closed

Solicitation Description: Palo Alto Training Credits, or equal (OT21116) 

Total of Header Attachments: 3

Total of All Attachments: 3

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Palo Alto Networks Training Credits, or equal	400.00000	EA	94.980000	37992.00

Comm Code	Manufacturer	Specification	Model #
43232502			

Commodity Line Comments: Synnex Westcon is a Palo Alto Authorized Global Training Partner to deliver the instructor led classes. These credits are purchased directly from Westcon for these Westcon delivered training classes.

Extended Description:

Palo Alto Networks Training Credits, or equal



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

State of West Virginia
 Centralized Request for Quote
 Info Technology

Proc Folder: 861552		Reason for Modification:	
Doc Description: Palo Alto Training Credits, or equal (OT21116)			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2021-04-28	2021-05-12 13:30	CRFQ 0210 ISC2100000027	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: 00211218

Vendor Name : INNOVATIVE BUSINESS SOLUTIONS

Address : 1224 BRUSHY FORK

Street :

City : CAIRO

State : WV **Country :** **Zip :** 26337

Principal Contact : BRIAN BARTLETT

Vendor Contact Phone: 304-628-3049 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 Jessica S Chambers
 (304) 558-0246
 jessica.s.chambers@wv.gov

Vendor Signature X  **FEIN#** 550785005 **DATE** 5-12-2021

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

ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology (WVOT) to establish a contract for the one-time purchase of Palo Alto Networks Training Credits. The training credits may be redeemed by the Office of Technology for any open enrollment, private on-site, or online course offered by any Palo Alto Networks Authorized Training Partner (ATPs). The purpose of this RFQ is to provide training credits for the WVOT's network engineering staff in order to implement, manage, and troubleshoot the WVOT-owned Palo Alto Networks Next Generation Firewalls per the terms and conditions and specifications as attached.

INVOICE TO

DEPARTMENT OF
ADMINISTRATION
OFFICE OF TECHNOLOGY
1900 KANAWHA BLVD E,
BLDG 5 10TH FLOOR
CHARLESTON WV
US

SHIP TO

WV OFFICE OF
TECHNOLOGY
BLDG 5, 10TH FLOOR
1900 KANAWHA BLVD E
CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Palo Alto Networks Training Credits, or equal	400.00000	EA	\$ 94.98	\$ 37,992.00

Comm Code	Manufacturer	Specification	Model #
43232502	SYNNEX WESTCON	AUTHORIZED PALO ALTO PARTNER DELIVERED TRAINING BY WESTCON	

Extended Description:

Palo Alto Networks Training Credits, or equal

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
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	Document Phase	Document Description	Page 3
ISC2100000027	Final	Palo Alto Training Credits, or equal (OT21116)	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

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.

Brian Bartlett, President
(Name, Title)
Brian Bartlett, President
(Printed Name and Title)
1224 Brushy Fork Cairns, WV 26337
(Address)
304-628-3049 / 304-628-3051
(Phone Number) / (Fax Number)
ibs@citynet.net
(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.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

Innovative Business Solutions
(Company)
Brian L. Bartlett, President
(Authorized Signature) (Representative Name, Title)
Brian L. Bartlett, President
(Printed Name and Title of Authorized Representative)
5-12-2021
(Date)
304-628-3049 / 304-628-3051
(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA
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 § 15A-3-14, 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: Innovative Business Solutions

Authorized Signature: Brian L. Bantull Date: 4/26/2021

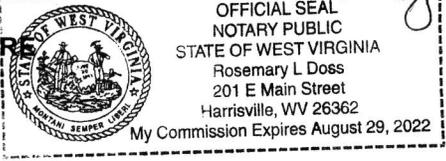
State of WV

County of Mitchell, to-wit:

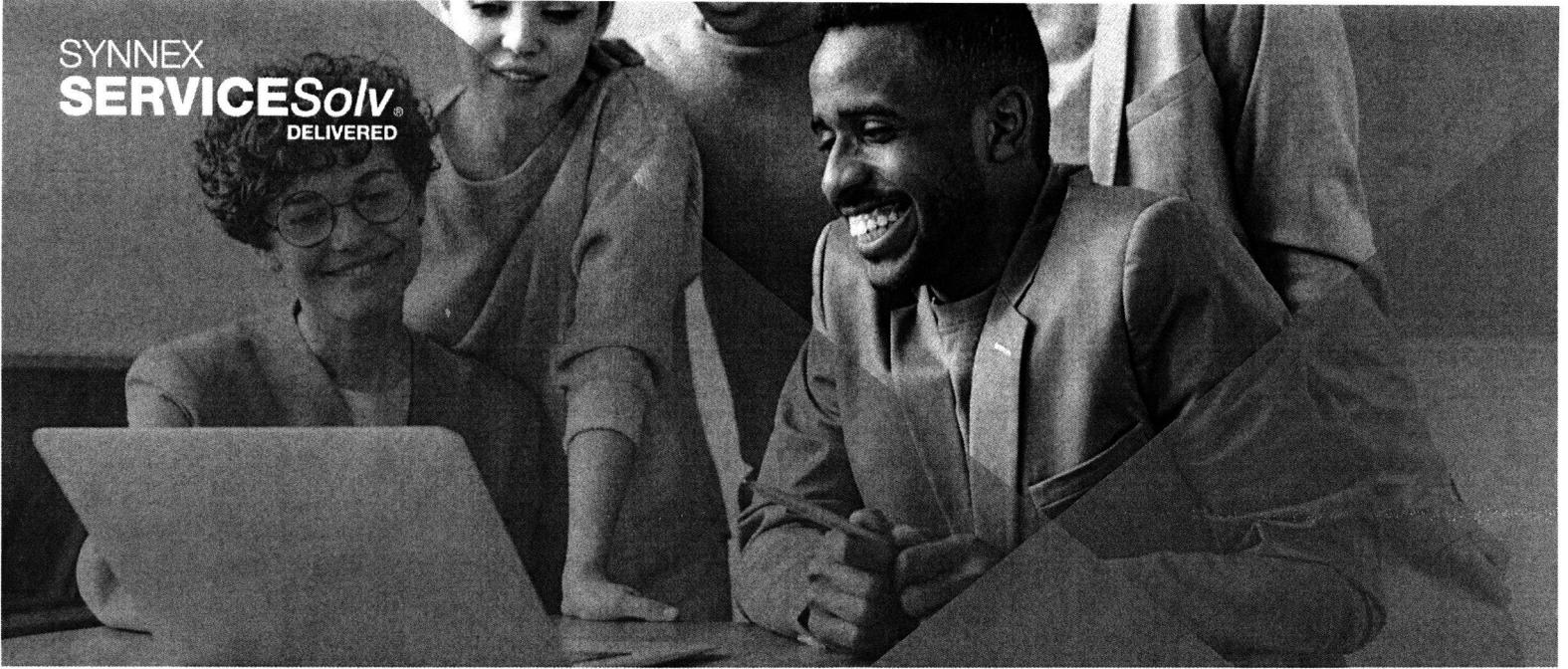
Taken, subscribed, and sworn to before me this 26th day of April, 2021.

My Commission expires August 29, 2022

AFFIX SEAL HERE



NOTARY PUBLIC Rosemary L. Doss
Purchasing Affidavit (Revised 03/09/2019)



SYNNEX Training Services

Stretch Palo Alto Networks Training Credits Further!

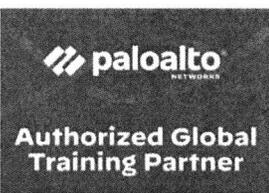
Get the most out of Palo Alto Network Investments.

As an Authorized Global Training Partner SYNNEX Westcon delivers authorized live instructor-led training in classroom and virtual formats for both public and private engagements. Whether interested in pursuing Vendor certification or meeting company IT objectives, we have a path for you. Get trained to secure your Enterprise, the Cloud, and the Future.

SYNNEX Westcon accepts Palo Alto Networks Training Credits and can help stretch their value by up to 30%!

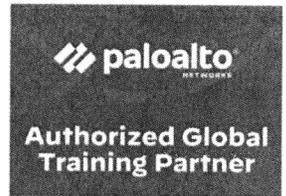
Example: The Westcon delivered Firewall Configuration and Management 210 class requires only 35 credits of the Westcon purchased credits instead of the usual 50 Palo Alto credits.

PART NUMBER	WESTCON DELIVERED INSTRUCTOR-LED PUBLIC SEATS	DAYS	MSRP	CREDITS
EDU-PAN-210	Firewall Configuration and Management	5	\$5,000	35
EDU-PAM-214	Optimizing Firewall Threat Prevention	3	\$3,000	21
EDU-PAN-220	Managing Firewalls at Scale	2	\$2,000	14
EDU-PAN-260	Cortex XDR 2: Prevention, Analysis and Response	3	\$3,000	21
EDU-PAN-318	Prisma Access SASE Security: Design and Operation	4	\$4,000	28
EDU-PAN-330	Troubleshooting	3	\$3,000	21



SYNNEX Training Services

Coordinating Training On Your Schedule!



Request a Private Training Engagement

Well-trained employees are essential to the success of any company. Organizations invest every year to provide their staff the training they need to be successful. Partner with SYNNEX Westcon to meet your Palo Alto Networks training needs and the needs of your customers by scheduling a private training event. Benefits include flexible schedules, awesome pricing, and customer premise or virtual delivery. Palo Alto Networks Training credits can be redeemed for private training events. Classes start at 8 students with the ability to add additional students up to 16 students per class.

PART NUMBER	WESTCON DELIVERED INSTRUCTOR - LED SEATS	DAYS	MSRP	CREDITS
EDU-PAN-PRIVATE-210	Private EDU-210 Event for up to 8 Students	5	\$20,000	200
EDU-PAN-PRIVATE-214	Private EDU-214 Event for up to 8 Students	3	\$12,000	120
EDU-PAN-PRIVATE-220	Private EDU-220 Event for up to 8 Students	2	\$8,000	80
EDU-PAN-PRIVATE-260	Private EDU-260 Event for up to 8 Students	3	\$12,000	120
EDU-PAN-PRIVATE-318	Private EDU-318 Event for up to 8 Students	4	\$16,000	160
EDU-PAN-PRIVATE-330	Private EDU-330 Event for up to 8 Students	3	\$12,000	120
EDU-PAN-PRIVATE-210A	Add 1 additional student to a Private EDU-210 Event		\$1,500	15
EDU-PAN-PRIVATE-214A	Add 1 additional student to a Private EDU-214 Event		\$900	9
EDU-PAN-PRIVATE-220A	Add 1 additional student to a Private EDU-220 Event		\$600	6
EDU-PAN-PRIVATE-260A	Add 1 additional student to a Private EDU-260 Event		\$900	9
EDU-PAN-PRIVATE-318A	Add 1 additional student to a Private EDU-318 Event		\$1,200	12
EDU-PAN-PRIVATE-330A	Add 1 additional student to a Private EDU-330 Event		\$900	9

Learning Paths: Choose your objective and follow the path!

IMPLEMENT & MANAGE		SUPPORT & TROUBLESHOOTING			WHAT'S NEW?	
EDU 210 Essentials	EDU 220 Managing at Scale	EDU 210 Essentials	EDU 220 Managing at Scale	EDU 330 Troubleshooting	EDU 260 Cortex XDR 2	EDU 318 Prisma Access
SECURING AGAINST THREATS		DISTRIBUTED SOC MANAGEMENT			Ask about our half-day admin training and PCNSE Exam Prep Workshop!	
EDU 210 Essentials	EDU 214 Threat Prevention	EDU 210 Essentials	EDU 220 Managing at Scale	EDU 214 Threat Prevention		

SYNNEX SERVICESolv PAN 04132021

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Palo Alto Networks EDU-210 v10.0

Firewall 10.0 Essentials: Configuration and Management (EDU-210) (35 Training Credits)

🕒 5 Days

Description

The Palo Alto Networks **Firewall 10.0 Essentials: Configuration and Management (EDU-210)** course is **five days** of instructor-led training that will help you to:

- Configure and manage the essential features of Palo Alto Networks next-generation firewalls, Configure and manage Security and NAT policies to enable approved traffic to and from zones
- Configure and manage Threat Prevention strategies to block traffic from known and unknown IP addresses, domains, and URLs
- Monitor network traffic using the interactive web interface and firewall reports

Objectives

Successful completion of this five-day, instructor-led course should enhance the student's understanding of how to configure and manage Palo Alto Networks Next-Generation Firewalls. The course includes hands-on experience configuring, managing, and monitoring a firewall in a lab environment.

Target Audience

Security Engineers, Security Administrators, Security Operations Specialists, Security Analysts, and Support Staff

Prerequisites

Students must have a basic familiarity with networking concepts including routing, switching, and IP addressing. Students also should be familiar with basic security concepts. Experience with other security technologies (IPS, proxy, and content filtering) is a plus.



Course Modules

- Module 1 - Palo Alto Networks Portfolio and Architecture
- Module 2 - Connect to the Management Network
- Module 3 - Manage Firewall Configurations
- Module 4 - Manage Firewall Administrator Accounts
- Module 5 - Connect to Production Networks
- Module 6 - The Cyberattack Lifecycle
- Module 7 - Block Threats Using Security and NAT Policies
- Module 8 - Block Packet-and Protocol-Based Attacks
- Module 9 - Block Threats from Known Bad Sources
- Module 10 - Block Threats by Identifying Applications
- Module 11 - Maintain Application-Based Policies
- Module 12 - Block Threats Using Custom Applications
- Module 13 - Block Threats by Identifying Users
- Module 14 - Block Threats by Identifying Devices
- Module 15 - Block Unknown Threats
- Module 16 - Block Threats in Encrypted Traffic
- Module 17 - Prevent Use of Stolen Credentials
- Module 18 - Block Threats Using Security Profiles
- Module 19 - View Threat and Traffic Information
- Module 20 - Next Steps





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EDU 210 Essentials	EDU 214 Threat Prevention	EDU 210 Essentials	EDU 220 Managing at Scale	EDU 214 Threat Prevention		





Palo Alto Networks EDU-210 v10.0

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