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## Header 1

List View

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

Procurement Folder: 744476

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0702

Vendor ID: VS0000026954

SO Doc ID: TAX2000000017

Legal Name: Staunch Technologies, LLC

Published Date: 7/9/20

Alias/DBA: RunAsCloud

Close Date: 7/23/20

Total Bid: \$428,336.72

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Response Date: 07/22/2020

Status: Closed

Response Time: 18:27

Solicitation Description: Addendum  
Cloud Infrastructure

Total of Header Attachments: 1

Total of All Attachments: 1



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 744476  
**Solicitation Description :** Addendum  
**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-07-23 13:30:00	SR 0702 ESR07222000000000338	1

<b>VENDOR</b>
VS0000026954 Staunch Technologies, LLC RunAsCloud

**Solicitation Number:** CRFQ 0702 TAX2000000017

**Total Bid :** \$428,336.72      **Response Date:** 2020-07-22      **Response Time:** 18:27:43

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Joseph E Hager III  
 (304) 558-2306  
 joseph.e.hageriii@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	Cloud Infrastructure	1.00000	LS	\$428,336.720000	\$428,336.72

Comm Code	Manufacturer	Specification	Model #
43212200			

**Extended Description :** Please see attached specifications  
 Cloud Infrastructure per the attached Exhibit A Pricing Page  
 Please note: Vendor must provide Exhibit A Pricing Page with their submitted bid response. Failure to do so will result in

**Comments:** Work can begin immediately. Implementation will take approximately 8 weeks

# State of West Virginia Request for Quotation

Prepared by: RunAsCloud

[www.runascloud.com](http://www.runascloud.com)

**Purpose and Scope**

This document is in response for the “Request for Quotation” from the West Virginia Purchasing Division on behalf of the Tax Division for an open-end contract for Cloud Infrastructure service.

The Tax Division operates its Integrated Assessment System application on Oracle Enterprise Edition 12c version 12.1. The Tax Division is seeking to enter into a contract with a Cloud Service Provider to design and deploy a disaster recovery target site in the cloud. This proposal includes the synchronization of data from the on-premises Oracle Enterprise server to the target site in the cloud. Additionally, it also provides for the ability to “fail-over” to the target disaster recovery site in the cloud and “fail-back” to the on-premises resources.

### 3. General Requirements

3.1. Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements shown below.

#### 3.1.1. Cloud Infrastructure Service

**3.1.1.1. All components must be hosted in a FedRAMP certified center.**

*This proposal uses AWS Govcloud, which is a FedRAMP high certified center. All proposed services are in scope for FedRAMP high. <https://aws.amazon.com/compliance/fedramp/>*

**3.1.1.2. All components must be isolated from other customers.**

*AWS will provide isolation at the hypervisor level or greater. As such other customers will not have access to the VMs or the data.*

**3.1.1.3. Must support secure VPN access to all components included on the bid from the Agency network.**

*Requirement has been included.*

**3.1.1.4. Must include a minimum of ten (10) terabytes of outbound data transfer per month.**

*Requirement has been included.*

**3.1.1.5. Must include unlimited inbound data transfer.**

*Requirement has been included.*

**3.1.1.6. Must include a summary of potential charges for variable use such as:**

**3.1.1.6.1. Outbound data transfer**

**3.1.1.6.2. Extra Storage**

**3.1.1.6.3. Storage Access**

**3.1.1.6.4. Additional virtual machines**

*These requirements have been included.*

**3.1.1.7. Service must include eight (8) cores of fully licensed Oracle Database Server Enterprise Edition 12c version 12.1 or Equal.**

*License has been included. Pricing is not final but will not exceed amount quoted - finalized quote can be provided after 8/5/2020. State can also purchase license separately and BYOL at State's discretion.*

**3.1.1.8. Must have a minimum of four (4) terabytes of disk space for storage of database objects, tablespaces, indexes, transaction logs, etc.**

*These requirements have been included.*

**3.1.1.9. Must have a minimum of six (6) terabytes of disk space for other object storage.**

*These requirements have been included.*

**3.1.1.10. Must provide pricing for object storage requests if applicable.**

*Pricing for all estimated charges has been included. Rates are dynamic and can be found here:*

*<https://aws.amazon.com/s3/pricing/>*

**3.1.1.11. Must have Transparent Data Encryption and data encryption at rest.**

*Transparent Data Encryption shall be turned on for the Oracle Database. EBS (VM) volumes and snapshots will be encrypted at rest.*

**3.1.1.12. Must have vendor provided means for replicating between the cloud and on-premise database systems with the following features:**

**3.1.1.12.1. Ability to synchronize the on-premise production database with the cloud-based standby database without interrupting the production system. This function should include the initial replication, continuous synchronization, and recovery communication outages.**

**3.1.1.12.2. Ability to promote the cloud-hosted database to be the production system in case of failure of the on-premise system, i.e. fail-over.**

**3.1.1.12.3. Ability to replicate the cloud-hosted database back to the on-premise system after a disaster recovery, i.e. fail-back.**

**3.1.1.12.4. Ability to run standard Oracle 12c tools such as RMAN, IMPDP, and EXPDP against the cloud-hosted database when it has been promoted to production.**

*These requirements will be fulfilled to match the recovery point and time objectives of 1 and 8 hours respectively.*

**3.1.1.13. All patches and upgrades of database software must be included and to be completed by the Vendor.**

*AWS Systems Manager will be used to automatically patch when possible. Initial patching and upgrades will be completed prior to delivery.*

**3.1.1.14. Vendor must perform weekly full backups of the cloud-hosted database and a minimum of nightly incremental backups.**

*This requirement will be fulfilled with the indicated retention time of 60 days*

**3.1.1.15. In addition to the database server, vendor must provide one (1) virtual machine.**

**3.1.1.15.1. Virtual machine must be industry standard 64-bit architecture (X64)**

**3.1.1.15.2. Must have a minimum of two (2) CPUs.**

**3.1.1.15.3. Must have a minimum of sixteen (16) GB of RAM.**

**3.1.1.15.4. Must have a minimum of one (1) TB of disk storage.**

**3.1.1.15.5. Must support agency provided disk image for operating system install.**

*Requirements have been included.*

**3.1.1.16. Any tools required for the current on-premise system to participate in the required replication to and from the standby cloud system must be provided by the vendor as part of this bid.**

*Requirement has been included.*

**3.1.1.17. Must provide training and support to perform the following tasks:**

**3.1.1.17.1. Perform any required software upgrade or additional software installation on the current Agency owned Oracle 12c version 12.1 Enterprise Edition Production server to participate in the synchronization and replication.**

**3.1.1.17.2. Maintaining the synchronization/replication connection between the two systems and performing required tasks such as startup, shutdown, fail-over, and fail-back.**

**3.1.1.17.3. Training materials should be electronic and openable using standard Microsoft Office 365 tools or Adobe Acrobat Reader.**

**3.1.1.17.4. Support may be provided via electronic means such as phone, email, screen-share, or web-chat.**  
*This requirement will be fulfilled through the scheduling of training sessions to transfer knowledge to the staff of the State of West Virginia. Documentation will be delivered in PDF format.*

3.1.1.18. Alternative 'Or Equal' Submission

3.1.1.18.1. Contract item if bidding an "Or Equal" product will not require the purchase of any additional software or hardware for implementation. If Vendor is submitting an or Equal product this information must be provided at the time of submitting bid response.

3.1.1.19. Vendor must provide a copy of all applicable maintenance and support agreements prior to contract award for review and approval by the State of West Virginia.

3.1.2. Interconnectivity with Other Cloud Platforms

3.1.2.1. Cloud hosting solution proposed must have at least 1 interconnection agreement with another cloud hosting provided such that workloads can be distributed between the providers based on technologies used.

*AWS Govcloud has interconnectivity with other public clouds over the internet, VPN or direct connection. No interconnectivity agreement is required for a connection to other clouds over the internet. A list of direct connect partners can be found here:*

*<https://aws.amazon.com/directconnect/partners/>*

				Exhibit A - Pricing Page				
				Cloud Infrastructure				
Item Spec #	Part Number	Item Description	Service Term	Bid Item Description	Service Metric/ Unit Of Measure	Est. Quantity	Unit Cost	Extended Cost
3.1.1.7		Oracle License	12 Months	Oracle 12c 12.1 Enterprise Edition	Annual	1	\$380,000	\$380,000
3.1.1.7		Oracle License Discount(*)	12 Months	Minimum discount on Oracle license	Annual	1	-\$152,000	-\$152,000
3.1.1.7		Oracle Support	12 Months	1st year support and updates	Annual	1	\$83,600	\$83,600
3.1.1.7		Oracle Support Discount	12 Months	Minimum discount on Oracle support	Annual	1	-\$33,440	-\$33,440
3.1.1.7		Database VM	12 Months	R5.4xlarge instance: 16 VCPU's (8 Cores), 128 GB Ram; 1 year upfront RI	Yearly	1	\$6,222.00	\$6,222.00
3.1.1.3		Point2Site VPN (OpenVPN)	12 Months	T3.medium (2 VCPUs, 4 GB Ram); 1 year upfront RI	Yearly	1	\$251.00	\$251.00
3.1.1.3		OpenVPNAS	12 Months	OpenVPN Management Panel	License / Year	10	\$18.00	\$180.00
3.1.1.15		Additional VM	12 Months	M5.xlarge( 4 VCPUs, 16 GB Ram), 1 year upfront RI	Yearly	1	\$2,858.00	\$2,858.00
3.1.1.8,9,10		EBS/S3 Storage	12 Months	11 TB storage 1.5 TB snapshot	Monthly	12	\$1,351.68	\$16,220.16
3.1.1.3		Site2Site VPN	12 Months	AWS Managed VPN	Monthly	12	\$47.58	\$570.96
3.1.1.4		Bandwidth	12 Months	10 TB Egress / Month	TB / Month	120	\$158.57	\$19,028.40
3.1.1.3		NAT Gateway	12 Months	AWS Managed NAT	Monthly	12	\$42.23	\$506.76
3.1.1.6		Misc AWS	12 Months	Cloudwatch, KMS, S3 logs...	Monthly	12	\$100.00	\$1,200.00

3.1.1.7		AWS Support	12 Months	AWS Business Support	Annual	1	\$4685.73	\$4685.73
3.1.1.6		AWS Discount	12 months	Discount on AWS Services (3%)	Annual	1	-\$1546.29	-\$1546.29
3.1.1.17		Training		Documentation and Virtual Training	Weeks	1.5	\$8,000.00	\$12,000.00
		Implementation			Weeks	8	\$8,000.00	\$64,000.00
		Ongoing Maintenance	12 Months	Patching, Support	Months	12	\$2,000.0	\$24,000.00
							<b>Total Bid Amount</b>	<b>\$428,336.72</b>

\* Full discount is TBD - minimum discount to be offered is 40% as per this offer, expected discount is 50% (\$190,000)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ TAX20000000'**

**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.

**Staunch Technologies, LLC DBA RunAsCloud**

\_\_\_\_\_  
Company

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

**07/20/2020**

\_\_\_\_\_  
Date

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