






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   List View**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Clarification Request](#)**Procurement Folder:** 803742**Procurement Type:** Central Contract - Fixed Amt**Vendor ID:** VS0000020347 **Legal Name:** CAPITAL CONSULTING LLC**Alias/DBA:****Total Bid:** \$54,251.97**Response Date:** 12/02/2020 **Response Time:** 12:34**Responded By User ID:** TharseoIT1 **First Name:** Michael**Last Name:** Tenreiro**Email:** MTenreiro@TharseoIT.cc**Phone:** 6314134924**SO Doc Code:** CRFQ**SO Dept:** 0803**SO Doc ID:** DOT2100000060**Published Date:** 11/19/20**Close Date:** 12/2/20**Close Time:** 13:30**Status:** Closed**Solicitation Description:** ORACLE SOFTWARE**Total of Header Attachments:** 3**Total of All Attachments:** 3



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: 803742
Solicitation Description: ORACLE SOFTWARE
Proc Type: Central Contract - Fixed Amt

Solicitation Closes	Solicitation Response	Version
2020-12-02 13:30	SR 0803 ESR12022000000003933	1

VENDOR
 VS0000020347
 CAPITAL CONSULTING LLC

Solicitation Number: CRFQ 0803 DOT2100000060
Total Bid: 54251.97000000000116415321826 **Response Date:** 2020-12-02 **Response Time:** 12:34:46
Comments:

FOR INFORMATION CONTACT THE BUYER
 John W Estep
 304-558-2566
 john.w.estep@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	PRIMAVERA P6 ENTERPRISE PROJECT PORTFOLIO MGMT	105.00000	EA	401.620000	42170.10

Comm Code	Manufacturer	Specification	Model #
81111805			

Commodity Line Comments:

Extended Description:

PRIMAVERA P6 ENTERPRISE PROJECT PORTFOLIO MGMT - APPLICATION USER PERPETUAL
CSI# 18075389

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	ORACLE DATABASE STANDARD EDITION - PROCESSOR PERPETUAL	2.00000	EA	4136.240000	8272.48

Comm Code	Manufacturer	Specification	Model #
81111805			

Commodity Line Comments:

Extended Description:

ORACLE DATABASE STANDARD EDITION - PROCESSOR PERPETUAL
CSI# 1987287

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	ORACLE DATABASE STANDARD EDITION - PROCESSOR PERPETUAL	1.00000	EA	3809.390000	3809.39

Comm Code	Manufacturer	Specification	Model #
81111805			

Commodity Line Comments:

Extended Description:

ORACLE DATABASE STANDARD EDITION - PROCESSOR PERPETUAL
CSI#5790214



State of West Virginia
Oracle Software – West Virginia Department of Transportation
Request for Quotation (RFQ)– Proposal and Pricing

Solicitation number: RFQ DOT2100000060
Solicitation Submission: December 2, 2020

Capital Consulting L.L.C. D/B/A Tharseo IT | 1231B Good Hope Rd. SE | Washington
DC 20020-6907
tharseoit.com|855.815.7474

Contact Information: Amit Bahadur|804.405.5347 abahadur@tharseoit.com

This proposal includes data that shall not be disclosed outside the District and shall not be duplicated, used or disclosed in whole or in part for any purpose except for use in the procurement process.

If, however, a contract is awarded to this offeror as a result of or in connection with the submission of this data, the District will have the right to duplicate, use, or disclose the data to the extent consistent with the District's needs in the procurement process. This restriction does not limit the District's rights to use, without restriction, information contained in this proposal if it is obtained from another source. The data subject to this restriction as contained in page 1 through the end of document.



Statement of Confidentiality

All information submitted within this response to State of West Virginia is to be treated as confidential and to be used only within the context of the evaluation criteria as outlined in RFQ DOT2100000060

Certification of Compliance

Capital Consulting L.L.C. D/B/A Tharseo IT certifies it has read and understood the solicitation and all amendments and is following proper compliance with all articles, clauses, terms and conditions contained or referenced within RFQ DOT2100000060

Validity of Proposal

Capital Consulting L.L.C. D/B/A Tharseo IT understands the terms set out in this response will remain valid for a period of not less than 120 days from the closing date of this solicitation, being 12/02/2020.

Enquiries and Corporate Contact Information

Should any enquiries arise during the review or evaluation of the contents of this submission, please contact Eric Wimer at (703) 790 – 9309 (Cell) or email ewimer@tharseoit.com and/or Amit Bahadur at (804) 405-5347 (Cell)- or email abahadur@tharseoit.com. The mailing address of Capital Consulting L.L.C. D/B/A Tharseo IT is 1231B Good Hope Rd. SE, Washington, DC 20020.



Eric Wimer
CEO

12/02/2020

Date

COVER LETTER

Division of Highways
Information Service Division
1900 Kanawha Blvd E
BLDG 5 RM 20
Charleston, WV 25305-0430

Solicitation: RFQ DOT2100000060

On behalf of Tharseo IT, I'd like to thank you for the opportunity to submit our Proposal for Oracle Software for WVDOT. Tharseo IT is an Oracle Gold Partner, Oracle certified Cloud Excellence Implementer and authorized reseller of Oracle Services. We have an excellent track record of success helping Public Sector agencies design and deploy Oracle software, scaled agile design, development, integration, migration delivery and 24/7 operational support of open source and cloud solutions.

Our proposal includes the price schedule and all other requested documents as per the solicitation.

Thank you for your consideration. We look forward to the possibility of working with you to fulfill all of West Virginia's needs.

Should you have any questions, please feel free to reach out directly.

Sincerely,



Eric Wimer
CEO
Tharseo IT

THARSEO IT COMPANY SUMMARY

Tharseo IT, LLC is a minority-owned, small disadvantaged business headquartered in Washington, DC. We specialize in assisting federal, state and local government agencies move workflows, applications, and data to FedRAMP secure cloud services. We provide cloud-based software, scaled agile design, development, integration, data migration, delivery, 24/7 operational support, customer support, and training for open source and Oracle Cloud Infrastructure. More than 500 government organizations currently use Oracle technology, including eight of the top 10 federal agencies by budget and all four branches of the US military.

Tharseo IT is a Public & Private Sector Certified Oracle Cloud Excellence Implementer (CEI) named as one of the 10 Most Promising Oracle Consulting/Service Companies in 2019 by CIO Review magazine. With more than 50 years' combined experience in the IT industry, our senior management led the technical team of 120 Oracle developers that successfully designed, built, and deployed DC Health Link, the District of Columbia's (DC) Health Benefit Exchange (HBX) in response to provisions of the Affordable Care Act in 2013.

Since that time, our team has provided continuous leadership in IT strategy for all of the stakeholders and business units that comprise DC Health Link, taking a lead role in enterprise architecture, grant management, web development, User Interface/User Experience (UI/UX), software development, project management, software quality assurance, data analytics and Operations and Maintenance (OM) efforts. We were responsible for planning and coordination of more than 10 vendors participating in the re-architecture of DC Health Link to an agile, cloud based, continuously integrated system using SOA and open source for the exchange and communication with the federal and state hubs. Our software development teams delivered the mobile apps for iOS and Android and created an open source tax credit reconciliation system for the HBX by leveraging open source MAGI-In-The-Cloud code.

Tharseo IT incorporated in 2015, leveraging the in-depth experience and successful relationships established for the HBX project to thoroughly redesign the customer-facing DC Health Link website, expanding our services to provide editorial support, copywriting, Drupal and HTML programming and Dev Ops support. Our team was responsible for coordinating with all the vendors to harmonize all the user interfaces and content so that the site presented a unified and intuitive user experience for consumers, businesses, and brokers. As a result, DC Health Link is widely lauded as the most complete and user-friendly insurance exchange in the country, having been selected two years in a row by Clear Choices as the highest scoring HBX in the United States.

Tharseo IT continues to develop, enhance, operate, and maintain critical systems for benefits management, enabling government agencies to take advantage of the fast, secure, and stable Oracle Cloud Infrastructure to achieve their mission of improving financial decision making for

Tharseo IT has been named one of the 10 Most Promising Oracle Consulting/Service Companies in 2019 by CIO Review magazine.

improved health outcomes. We are privileged to have tackled some of the toughest and most intractable technology and innovation problems for our government clients:

DC Department of Healthcare Finance (DHCF) District Access System (DCAS) – Provide Washington, DC agencies with an integrated eligibility system for Medicaid, Supplemental Nutrition Assistance Program (SNAP), Temporary Assistance to Needy Families (TANF), and other benefits programs, with case management capabilities.

DC Health District of Columbia Immunization Information System (DCIIS) – Migrate to the cloud the critical public health system that collects, stores, tracks and monitors immunization event information across the lifespan for residents and visitors to DC, and integrate with the Special Supplemental Nutrition Program for Women, Infants and Children (WIC) information system to aid in immunization assessments for pregnant women and children. *Moving to the Oracle GovCloud saved DC Health roughly 40% in infrastructure costs and 50% in development costs.*

U.S. Department of Agriculture (USDA) Food and Nutrition Service (FNS) Supplemental Nutrition Assistance Program (SNAP) Electronic Benefits Transfer (EBT) Portal – Provide the means for SNAP recipients to authorize transfer of their government benefits from a Federal account to a SNAP retailer account to pay for products received from Farmers' Markets and Direct Marketing Farmers, promoting healthy lifestyles for low income families. The SNAP EBT Portal is used in all 50 States, the District of Columbia, Puerto Rico, the Virgin Islands, and Guam.

Oracle Cloud Transformation

Data security, privacy, and HIPAA compliance are our customers' chief concerns when they come to us with a benefits systems modernization challenge. Tharseo IT answers the challenge with the Oracle Cloud Infrastructure, a fully secure, flexible, end-to-end solution for integrating legacy databases into one high-performing data analytics engine that gives decision-makers dashboard access to the information they need to accelerate innovation.

Tharseo IT was the first Oracle partner to deploy a state agency into the Oracle GovCloud in 2018. Our Oracle-certified cloud architects and application developers have expertise in the entire Oracle infrastructure stack including IAM, SOA, WebLogic, and DB. Tharseo IT works collaboratively with our clients to analyze existing systems or applications, determine the best migration strategy, and efficiently migrate portions of a system – or entire enterprise systems – to the Oracle cloud. Tharseo IT also provides Oracle cloud operations and maintenance support to ensure long-term stability and viability.

The Oracle cloud simplifies the infrastructure, so we can spend more time with our customers, and less time programming. All the services and tools are on board in one platform and ready to integrate by our experienced Oracle-certified cloud architects. That way we can rapidly tailor the infrastructure and reporting features to meet our customer's specific requirements and have the system up and running reliably in record time.

Tharseo IT was the first Oracle partner to deploy a state agency into the Oracle GovCloud in 2018.



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: 803742
Doc Description: ORACLE SOFTWARE
Proc Type: Central Contract - Fixed Amt
Reason for Modification:

Date Issued	Solicitation Closes	Solicitation No	Version
2020-11-19	2020-12-02 13:30	CRFQ 0803 DOT2100000060	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:
Vendor Name : Capital Consulting LLC D/B/A Tharseo IT
Address : Main Office
Street : 1231B Good Hope Rd SE
City : Washington
State : DC **Country :** United States **Zip :** 20020
Principal Contact : Eric Wimer
Vendor Contact Phone: 703-930-9509 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
 304-558-2566
 john.w.estep@wv.gov

Vendor Signature X

FEIN# 47-1729825

DATE 12/01/2020

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

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.

Eric Wimer ; Ceo

(Name, Title)

Eric Wimer ; CEO

(Printed Name and Title)

1231B Good Hope Rd SE. Washington, DC 20020

(Address)

703-930-9509

(Phone Number) / (Fax Number)

ewimer@tharseoit.com

(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.

Capital Consulting LLC D/B/A Tharseo IT

(Company)



Eric Wimer ; CEO

(Authorized Signature) (Representative Name, Title)

Eric Wimer ; CEO

(Printed Name and Title of Authorized Representative)

12/01/2020

(Date)

703-930-9509

(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA
Purchasing Division

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 §5A-3-10a, 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: CAPITAL CONSULTING LLC DBA THARSEO IT

Authorized Signature: Annil Beledin Date: 12/2/2020

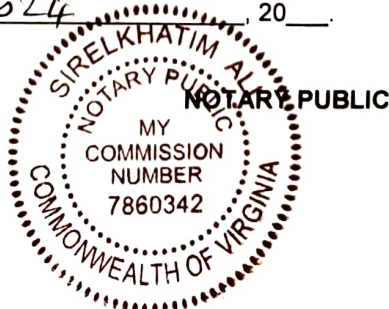
State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 2 day of December, 2020.

My Commission expires 08/31/2024, 20 .

AFFIX SEAL HERE



Sign

Primavera P6 Enterprise Project Portfolio Management – Application User Perpetual CSI #18075389							
CSI Per Oracle #18075389	Year	Start Date	End Date	Total Number of Licenses	Annual Price Per License	Total Cost	
Maintenance & Support plus reinstatement fees	1	3/1/2020	2/28/2021	105	\$401.62	\$42,170.10	
Maintenance & Support	2	3/1/2021	2/28/2022	105	\$417.68	\$43,856.90	
Maintenance & Support	3	3/1/2022	2/28/2023	105	\$434.39	\$45,611.17	
Maintenance & Support	4	3/1/2023	2/28/2024	105	\$451.77	\$47,435.62	
Maintenance & Support	5	2/29/2024	2/28/2025	105	\$469.84	\$49,333.05	
Oracle Standard Edition – Processor Perpetual CSI #1987287							
CSI Per Oracle #14235147	Year	Start Date	End Date	Total Number of Licenses	Annual Price Per License	Total Cost	
Maintenance & Support plus reinstatement fees	1	3/1/2020	2/28/2021	2	\$4,136.24	\$8,272.48	
Maintenance & Support	2	3/1/2021	2/28/2022	2	\$4,301.69	\$8,603.37	
Maintenance & Support	3	3/1/2022	2/28/2023	2	\$4,473.75	\$8,947.51	
Maintenance & Support	4	3/1/2023	2/28/2024	2	\$4,652.70	\$9,305.41	
Maintenance & Support	5	2/29/2024	2/28/2025	2	\$4,838.81	\$9,677.62	

Oracle Standard Edition – Processor Perpetual CSI #5790214							
CSI Per Oracle #18899503	Year	Start Date	End Date	Total Number of Licenses	Annual Price Per License	Total Cost	
Maintenance & Support plus reinstatement fees	1	3/1/2020	2/28/2021	1	\$3,809.39	\$3,809.39	
Maintenance & Support	2	3/1/2021	2/28/2022	1	\$3,961.77	\$3,961.77	
Maintenance & Support	3	3/1/2022	2/28/2023	1	\$4,120.24	\$4,120.24	

Maintenance & Support	4	3/1/2023	2/28/2024	1	\$4,285.05	\$4,285.05
Maintenance & Support	5	2/29/2024	2/28/2025	1	\$4,456.43	\$4,456.43

*5790214 is an old Oracle Support Contract that was merged with support contract 1987287 in 2018.

Primavera P6 Level 4 - Named User Perpetual CSI #16296824 See Footnote						
	Year	Start Date	End Date	Total Number of Licenses	Annual Price Per License	Total Cost
Maintenance & Support plus reinstatement fees	1	3/1/2020	2/28/2021	163	\$226.44	\$36,909.55
Maintenance & Support	2	3/1/2021	2/28/2022	163	\$235.50	\$38,385.94
Maintenance & Support	3	3/1/2022	2/28/2023	163	\$244.92	\$39,921.37
Maintenance & Support	4	3/1/2023	2/28/2024	163	\$254.71	\$41,518.23
Maintenance & Support	5	2/29/2024	2/28/2025	163	\$264.90	\$43,178.96
Total Contract Cost						\$493,760.13

*16296824 is a required renewal per Oracle for a complete support offering

In summary, the correct Bill of Materials should read as follows:

1. Oracle Database Standard Edition - Processor Perpetual | Quantity: 2 | CSI Number: 14235147
2. Oracle Database Standard Edition - Processor Perpetual | Quantity: 1 | CSI Number: 18899503
3. Primavera P6 Level 4 – Named User Perpetual | Quantity: 163 | CSI Number: 16296824
4. Primavera P6 Enterprise Project Portfolio Management - Application User Perpetual | Quantity: 105 | CSI Number: 18075389

PLEASE NOTE:

Technical support is provided by Oracle in accordance with Oracle's then-current Technical Support Policies.

Tharseo IT quote number TH120220 must be on the resultant award

West Virginia agrees to keep the already negotiated, terms and conditions associated with the existing purchase orders for this product. If there are any inconsistencies between the customer order and the exhibits/attachments/statements referenced, the latter will take precedence

Option Years

- Please note that Extended Support is not included in this quote for technical support. Oracle is unable to guarantee the requirement of Extended

Support for any Option Period(s) at this time. Should you require Extended Support, that will be priced separately.

This quote is only valid in its entirety and orders placed for partial items in a quote may be rejected.