



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

State of West Virginia
Centralized Request for Proposals
Info Technology

Proc Folder: 1006716			Reason for Modification:
Doc Description: IT Financial Management (ITFM) System RFP			
Proc Type: Central Master Agreement			
Date issued	Solicitation Closes	Solicitation No	Version
2022-02-28	2022-03-24 13:30	CRFP 0231 OOT2200000001	1

BID RECEIVING LOCATION

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

Pricing Proposal by Apptio Corporatio

[Edit My Account](#)

Apptio Corporation Email: snoyes@apptio.com | Phone Number: 617901

03/24/22 11:15:30
 WV Purchasing Division

Account Information Addresses & Contacts Users

Opened to Determine Contents

▼ Headquarters Information

Headquarters Legal Name Apptio Corporation	Head VSOR	
Taxpayer ID Number Type EIN	1099 Reportable Yes	Franchise Account No
Headquarters Web Address www.apptio.com		

Apptio Corporation is pleased to present a Public Sector Bill of IT and Cost Transparency solution proposal for State of West Virginia IT Financial Management requirements. The proposed solution will allow the State of West Virginia to better recover costs, manage demand, deliver insight as well as cost transparency for Labor, IT Assets and IT Contracts. Furthermore, it will allow the State of West Virginia better defensible billing in terms everyone can understand.

For public sector customers, Apptio works through resellers such as SHI for contract execution. Your payment structure can be accommodated via a SHI Structured Payment Plan. Year One of Apptio will require payment of a minimum of \$50k plus training of \$7k Net 60 days ~~from project inception~~. That is cost is captured on Phase 3 Year one box.

smn 23 mar 2022

Apptio Modules Proposed include the following: Cost Transparency Foundation, ApptioOne Bill of IT, Apptio TargetProcess

Annual IT Spend under management is assumed to be \$70,000,000 USD

Apptio TargetProcess – 20 Admin Users, 300 SoWV staff Time Sheets, 3,000 Invoice Recipients – Application Specific Use License – Restricted Use (Invoicing, Time Sheets)

*If State of West Virginia exits year one,
then payment of \$7k would be required. As stated*

*above. smn
23 mar 2022*

*

*

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Section	Description	Unit of Measure	Estimated Quantity	Unit Cost	Extended Cost
4.2.1.1 et al, 4.2.2.2 et al.	Phase 1 - Planning and Design	LS	1	\$40,000	\$40,000
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4.2.2.5	Ongoing, On-Demand Professional Services	HR	100	\$200 USD	\$20,000
4.2.2.6	Optional Annual Renewal Year 4	YR	1	\$133,900	\$133,900
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Vendor Signature: 

Date: 23 March 2022

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Pricing Proposal by Apptio Corporation

[Edit My Account](#)

Apptio Corporation | Email: snoyes@apptio.com | Phone Number: 6179015848 | Vendor Status: Active

- Account Information
- Addresses & Contacts
- Users
- Communities
- Service Alerts

REGISTRATION INFORMATION

Headquarters Legal Name Apptio Corporation	Headquarters Account Code V50000039905	Taxpayer ID Number 261175252
Taxpayer ID Number Type EIN	1099 Reportable Yes	Franchise Account No
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Date: _____

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.

Shawn M. Noyes Shawn M Noyes, Area Director
(Name, Title)
Shawn M. Noyes, Area Director
(Printed Name and Title)
22 Tempus Way E Dennis, MA 02641
(Address)
617 901 5848
(Phone Number) / (Fax Number)
snoyes@apptio.com
(email address)

Designated Contact is as follows:

Shawn M. Noyes
Area Director
Apptio Corporation
22 Tempus Way
PO Box 507
East Dennis, Massachusetts 02641-0507
617.901.5848

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.

Apptio Corporation
(Company)

Shawn M. Noyes, Area Director
(Authorized Signature) (Representative Name, Title)

Shawn M. Noyes
(Printed Name and Title of Authorized Representative)

22 March 2022
(Date)

617 901 5848
(Phone Number) (Fax Number)

Apptio Corporation (Company)

Shawn M. Noyes, Area Director (Authorized Signature, Title)

Shawn M. Noyes, Area Director (Name and Title of Representative)

22 March 2022 (Date)

617.901.5848 (Phone Number)

REQUEST FOR PROPOSAL
WV Office of Technology (WVOT) RFP OOT22*01

Example:

Proposal 1 Cost is \$1,000,000
Proposal 2 Cost is \$1,100,000
Points Allocated to Cost Proposal is 30

Proposal 1: Step 1 - $\$1,000,000 / \$1,000,000 = \text{Cost Score Percentage of } 1 (100\%)$
Step 2 - $1 \times 30 = \text{Total Cost Score of } 30$

Proposal 2: Step 1 - $\$1,000,000 / \$1,100,000 = \text{Cost Score Percentage of } 0.909091 (90.9091\%)$
Step 2 - $0.909091 \times 30 = \text{Total Cost Score of } 27.27273$

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Apptio

(Company)
Shawn M Noyes *Shawn M Noyes*

(Representative Name, Title)
617 901 5848

(Contact Phone/Fax Number)
snoyes@apptio.com

(Email)
22 March 2022

(Date)

Apptio Corporation

Shawn M. Noyes, Area Director
Contact Phone: 6179015848
Email: snoyes@apptio.com
Date: 22 March 2022

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- Commitments
- SPRICE-RETS

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(Authorized Signature) (Representative Name, Title)

Shawn M. Noyes
(Printed Name and Title of Authorized Representative)

22 March 2022
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617 901 5848
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Shawn M. Noyes, Area Director (Name and Title of Representative)

22 March 2022 (Date)

617.901.5848 (Phone Number)

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(Representative Name, Title)
617 901 5848

(Contact Phone/Fax Number)
snoyes@apptio.com

(Email)
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|--|--|
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Apptio
Company
Shawn M. Noyes
Authorized Signature
22 March 2022
Date

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Apptio Corporation (Company)

Shawn M. Noyes (Authorized Signature)

22 March 2022 (Date)



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

State of West Virginia
Centralized Request for Proposals
Info Technology

Proc Folder: 1006716			Reason for Modification:
Doc Description: IT Financial Management (ITFM) System RFP			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-02-28	2022-03-24 13:30	CRFP 0231 OOT2200000001	1

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

Pricing Proposal by Apttio Corporation

[Edit My Account](#)

Apttio Corporation | Email: snoyes@apptio.com | Phone Number: 6179015848 | Vendor Status: Active

[Account Information](#)

[Addresses & Contacts](#)

[Users](#)

[Companies](#)

[Service Areas](#)

Headquarters Information

Headquarters Legal Name

Apttio Corporation

Headquarters Account Code

VS0000039905

Taxpayer ID Number

261175252

Taxpayer ID Number Type

EIN

1099 Reportable

Yes

Franchise Account

No

Headquarters Web Address

www.apptio.com

Apptio Corporation is pleased to present a Public Sector Bill of IT and Cost Transparency solution proposal for State of West Virginia IT Financial Management requirements. The proposed solution will allow the State of West Virginia to better recover costs, manage demand, deliver insight as well as cost transparency for Labor, IT Assets and IT Contracts. Furthermore, it will allow the State of West Virginia better defensible billing in terms everyone can understand.

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Apptio TargetProcess – 20 Admin Users, 300 SoWV staff Time Sheets, 3,000 Invoice Recipients – Application Specific Use License – Restricted Use (Invoicing, Time Sheets)

Cost proposal structured in your format is as follows: Keep in mind, Apptio competes against build piece parts from consulting firms. We are a purpose-built, software solution dedicated to offering secure, COTS capabilities.

Section	Description	Unit of Measure	Estimated Quantity	Unit Cost	Extended Cost
4.2.1.1 et al, 4.2.2.2 et al.	Phase 1 - Planning and Design	LS	1	\$40,000	\$40,000
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4.2.1.3 et al, 4.2.2.4 et al	Phase 3 - System Validation, Training, and Years 1-3 Maintenance and Support	LS	3	\$160,000	\$480,000
4.2.2.5	Ongoing, On-Demand Professional Services	HR	100	\$200 USD	\$20,000
4.2.2.6	Optional Annual Renewal Year 4	YR	1	\$133,900	\$133,900
4.2.2.6	Optional Annual Renewal Year 5	YR	1	\$137,917	\$137,917
4.2.2.6	Optional Annual Renewal Year 6	YR	1	\$143,000	\$143,000
				TOTAL	\$994,817

Vendor Signature: _____

Date: _____

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.

Shawn M. Noyes Shawn M Noyes, Area Director
(Name, Title)
Shawn M. Noyes, Area Director
(Printed Name and Title)
22 Tempus Way E Dennis, MA 02641
(Address)
617 901 5848
(Phone Number) / (Fax Number)
snoyes@apptio.com
(email address)

Designated Contact is as follows:

Shawn M. Noyes
Area Director
Apptio Corporation
22 Tempus Way
PO Box 507
East Dennis, Massachusetts 02641-0507
617.901.5848

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.

Apptio Corporation
(Company)

Shawn M. Noyes, Area Director
(Authorized Signature) (Representative Name, Title)

Shawn M. Noyes
(Printed Name and Title of Authorized Representative)

22 March 2022
(Date)

617 901 5848
(Phone Number) (Fax Number)

Apptio Corporation (Company)

Shawn M. Noyes, Area Director (Authorized Signature, Title)

Shawn M. Noyes, Area Director (Name and Title of Representative)

22 March 2022 (Date)

617.901.5848 (Phone Number)

REQUEST FOR PROPOSAL
WV Office of Technology (WVOT) RFP OOT22*01

Example:

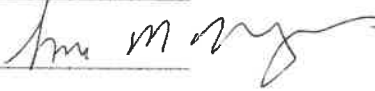
Proposal 1 Cost is \$1,000,000
Proposal 2 Cost is \$1,100,000
Points Allocated to Cost Proposal is 30

Proposal 1: Step 1 – $\$1,000,000 / \$1,000,000 = \text{Cost Score Percentage of } 1 \text{ (100\%)}$
Step 2 – $1 \times 30 = \text{Total Cost Score of } 30$

Proposal 2: Step 1 – $\$1,000,000 / \$1,100,000 = \text{Cost Score Percentage of } 0.909091 \text{ (90.9091\%)}$
Step 2 – $0.909091 \times 30 = \text{Total Cost Score of } 27.27273$

- 6.8. Availability of Information:** Proposal submissions become public and are available for review immediately after opening pursuant to West Virginia Code §5A-3-11(h). All other information associated with the RFP, including but not limited to, technical scores and reasons for disqualification, will not be available until after the contract has been awarded pursuant to West Virginia Code of State Rules §148-1-6.3.d.

By signing below, I certify that I have reviewed this Request for Proposal in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that, to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

Apptio
(Company)
Shawn M Noyes 
(Representative Name, Title)
617 901 5848
(Contact Phone/Fax Number)
snoyes@apptio.com
(Email)
22 March 2022
(Date)

Apptio Corporation

Shawn M. Noyes, Area Director
Contact Phone: 6179015848
Email: snoyes@apptio.com
Date: 22 March 2022

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- Account Information
- Addresses & Contacts
- Users
- Commodities
- Service Areas

PROPOSOR PROFILE

Headquarters Legal Name Apttio Corporation	Headquarters Account Code VS0000039905	Taxpayer ID Number 261175252
Taxpayer ID Number Type EIN	1099 Reportable Yes	Franchise Account No
Headquarters Web Address www.apptio.com		

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(Address)
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(Phone Number) / (Fax Number)
snoyes@apptio.com
(email address)

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(Representative Name, Title)
617 901 5848
(Contact Phone/Fax Number)
snoyes@apptio.com
(Email)
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(Date)

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