



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 4

List View

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

Procurement Folder: 1003912

Procurement Type: Central Contract - Fixed Amt

Vendor ID: 000000195808

Legal Name: CARAHSOFT TECHNOLOGY CORP

Alias/DBA:

Total Bid: \$159,000.00

Response Date: 04/05/2022

Response Time: 8:33

Responded By User ID: carahsoft

First Name: Grier

Last Name: Eagan

Email: Sales@carahsoft.com

Phone: 703-871-8500

SO Doc Code: CRFQ

SO Dept: 0323

SO Doc ID: WWV2200000007

Published Date: 3/29/22

Close Date: 4/5/22

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No5 Data Science-Fraud Detection Software and

Total of Header Attachments: 4

Total of All Attachments: 4

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Setup, and Implementation				15000.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments:

Extended Description:

Cost for One-Time Setup of System -Full Production
 Vendors must enter the subtotal amount for Section A of the Pricing page here
 Vendors must include Exhibit A Pricing Page with their Bid.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Licensing & Maintenance				144000.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Commodity Line Comments: Up to 2,000 vendor onboards; 500 vendors added annually; and up to \$100m in AP spend

Extended Description:

Licensing & Maintenance
 Vendors must enter the subtotal amount for Section B of the Pricing page here
 Vendors must include Exhibit A Pricing Page with their Bid.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Customization				0.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Commodity Line Comments:

Extended Description:

Customization
 Vendors must enter the subtotal amount for Section C of the Pricing page here
 Vendors must include Exhibit A Pricing Page with their Bid.



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: 1003912		Reason for Modification:	
Doc Description: Addendum No5 Data Science-Fraud Detection Software and Suprt		Addendum No 5 is issued to publish questions and answers	
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-29	2022-04-05 13:30	CRFQ 0323 WWV2200000007	6

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: 000000195808
Vendor Name : Carahsoft Technology Corporation
Address :
Street : 11493 Sunset Hills Road, Suite 100
City : Reston
State : VA **Country :** USA **Zip :** 20190
Principal Contact : Stephanie Kellam
Vendor Contact Phone: 571.662.4633 **Extension:** N/A

FOR INFORMATION CONTACT THE BUYER

Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

Vendor
 Signature X

FEIN# 52-2189693

DATE 4/5/22

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

ADDITIONAL INFORMATION

Addendum No. 5 is issued for the following reasons:

1) To publish a complete set of vendor questions with the responses. Addendum No. 3 was issued, but 2 questions were inadvertently left off. This addendum is issued to add questions No 63;64 to the entire list of questions and answers.

--no other changes--

INVOICE TO		SHIP TO	
WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US		WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Setup, and Implementation				\$15,000.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Cost for One-Time Setup of System -Full Production

****Vendors must enter the subtotal amount for Section A of the Pricing page here****

Vendors must include Exhibit A Pricing Page with their Bid.

INVOICE TO		SHIP TO	
WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US		WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Licensing & Maintenance				\$144,000.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description:

Licensing & Maintenance

****Vendors must enter the subtotal amount for Section B of the Pricing page here****

Vendors must include Exhibit A Pricing Page with their Bid.

Up to 2,000 vendor onboards; 500 vendors added annually; and up to \$100m in AP spend.

INVOICE TO		SHIP TO	
WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US		WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Customization				\$0

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description:

Customization

Vendors must enter the subtotal amount for Section C of the Pricing page here

Vendors must include Exhibit A Pricing Page with their Bid.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 4:00 p.m.	2022-03-08

	Document Phase	Document Description	Page
WWW2200000007	Final	Addendum No5 Data Science-Fraud Detection Software and Suprt	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ WWV22*7

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.

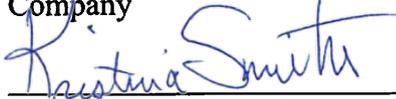
Addendum Numbers Received:
(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input checked="" 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.

Carahsoft Technology Corporation

Company



Authorized Signature

4/5/22

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

carahsoft[®]

Carahsoft's Response to the

Department of Administration

Request for Quotation

Data Science - Fraud Detection

Solicitation Number: CRFQ0323 WWV2200000007

Tuesday
April 5, 2021

Solution Provided By

PaymentWorks

Carahsoft Technology Corp.

11493 Sunset Hills Road, Suite 100
Reston, VA 20190

888.662.2724 | www.carahsoft.com

April 5, 2021

Department of Administration
Purchasing Division on behalf of
Workforce WV
2019 Washington Ste.
Charleston, WV 25305

Re: Carahsoft's Response to the Department of Administration's Request for Quotation: Data Science - Fraud Detection, Solicitation Number: CRFQ0323 WWV220000007

Dear Toby Welch,

Carahsoft Technology Corp. appreciates the opportunity to respond to the Department of Administration on behalf of Workforce West Virginia ("State")'s Request for Quotation (RFQ): Data Science - Fraud Detection. Carahsoft is proposing PaymentWorks which fully meets the State's requirements for Business Intelligence (BI), Analytics, and Data Management Software and Tools. Our team has reviewed and considered the State's requirements outlined in the RFQ, and has carefully put together a solution that will best meet your needs.

Carahsoft has built our reputation as a customer-centric organization dedicated to serving the needs of our technology manufacturers, government end users, and reseller ecosystem with Solutions for Government®. Carahsoft is submitting as the IT Schedule 70 GSA Contract holder (GS-35F-0119Y) and reseller for **PaymentWorks**. As a Master Government Aggregator™ and top ranked GSA Schedule holder, Carahsoft has combined extensive knowledge of the technologies we provide with a thorough understanding of the government procurement process, to analyze needs, provide configuration support, simplify the ordering process, and offer special government pricing since 2004.

Please feel free to contact me directly at 571.662.4633/Stephanie.Kellam@carahsoft.com or Tim Boltz at 703.230.7402/Tim.Boltz@carahsoft.com with any questions or communications that will assist the State in the evaluation of our response. This proposal is valid for 90 days from the date of submission.

Thank you for your time and consideration.

Sincerely,

Stephanie Kellam
Account Representative

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EXECUTIVE SUMMARY

Prime Contractor: Carahsoft Technology Corp.

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®, supporting Public Sector organizations across Federal, State and Local Government agencies and Education and Healthcare markets. As the Master Government Aggregator® for our vendor partners, we deliver solutions for Cybersecurity, MultiCloud, DevSecOps, Big Data, Artificial Intelligence, Open Source, Customer Experience and more. Working with resellers, systems integrators and consultants, our sales and marketing teams provide industry leading IT products, services and training through hundreds of contracts. Founded in 2004, Carahsoft is headquartered in Reston, Virginia and employs more than 1,900 professionals dedicated to serving our public sector customers and partners.

Vendor and Partner Relationships – In addition to establishing strategic, long-term relationships with the industry’s leading manufacturers, our partner ecosystem encompasses more than 3,000+ government contractors, resellers, and integrators who we support and enable with an entire suite of value-added opportunities that run the gamut from training/certification and pre-sales support to lead generation and business development.

Proven Execution – Carahsoft has deep expertise in government contracting and procurement, and has been awarded and maintain a wide variety of government-wide and agency-specific purchasing contract vehicles and purchasing agreements for agencies at the state, local, and federal levels. As a result, we now serve as the largest government partner for the majority of our vendors, who have also entrusted other major aspects of their businesses to Carahsoft including partner enablement, commercial sales, renewals and upsell, and help desk services.

Contract Vehicles – Since 2004, Carahsoft has acquired and maintained a wide variety of purchasing contract vehicles for agencies at all levels of government. Associated with all contracts are dedicated and experienced contract management resources. A list of available contracts can be found at www.carahsoft.com/contracts/index.php.

Growth & Stability – A stable, conservative, and profitable company, Carahsoft has demonstrated impressive growth year after year, with annual revenue of \$3.4 million in our first year in 2004 to \$8.1 billion in 2020. In September of 2020 our team of dedicated, highly trained marketing, sales, contracting and business operations experts processed 14,944 orders worth nearly \$1.6 billion.

Awards and Industry Recognition – Carahsoft receives awards for our excellent performance yearly. For more information on the hundreds of awards we have received please visit our website at <https://www.carahsoft.com/awards>.



Solution Provider: PaymentWorks

PaymentWorks primarily works with state and local governments/agencies across the country to deliver best in class vendor onboarding and payment fraud indemnification. After collecting the vendor’s data, partially customizable to your specs, PaymentWorks verifies the vendor’s TIN, addresses, bank account

information, IP addresses, debarment exclusions, insurance and diversity certifications while collecting and archiving the supporting documents.

In addition to collecting and verifying the vendor's data, PaymentWorks, in partnership with Chubb, indemnifies the State of West Virginia against payment fraud. The depth and breadth of verifications, as well as payment fraud indemnification, are unique in the market. No one else delivers these capabilities. Moreover, the PaymentWorks platform will soon contain 250,000 registered businesses. We find that 30% to 50% of payees/vendors already exist on the platform, which means that the time to onboard verified vendors drops to hours, not days. As a two-sided self-service platform, both State of West Virginia and your payees derive benefits from the PaymentWorks network effects.

Background

Public agencies do business with thousands of new and existing payees each year. Initiating and managing the identity elements around a business to business relationship is extremely challenging. As described in your background data, it is normally a largely manual process handled primarily through email/paper and frighteningly dependent on people making uninformed judgements on the information exchanged.

- Can I trust that the information provided is valid and current?
- Do I really know who I'm doing business with?
- Is this business who they say they are?

This unsecure and manual process has made identity proofing at most organizations virtually non-existent. This has become a huge problem. Organizations not only stake their relationships on their partners and vendors but they transact significant amounts of money without proper due diligence related to identity - this should be the core of all business to business (B2B) relationships. The end result is RISK: both payment fraud and compliance risk.

How do we solve this?

PaymentWorks created a Business Identity Platform.

A business identity platform allows for Payers (like State of West Virginia) and Payees (anyone who needs to be paid) to exchange verified and validated identity elements in a networked environment - driving efficiency, security, and trust in B2B transactions.

Whenever a new payee needs to be set up – or an existing payee needs to update their information – they are invited via a State of West Virginia staff member to join PaymentWorks to create a profile, which is shared with their customers (State of West Virginia and their other customers) on a permission basis. There are no fees to the vendor/payee.

CRFQ FORM

Please see the following pages for our completed CRFQ Form.



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: 1003912

Doc Description: Addendum No4Data Science-Fraud Detection Software and Supprt

Reason for Modification:

Addendum No. 4 is issued to modify the bid opening date.

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-28	2022-04-05 13:30	CRFQ 0323 WWV2200000007	5

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: 000000195808

Vendor Name : Carahsoft Technology Corporation

Address :

Street : 11493 Sunset Hills Road, Suite 100

City : Reston

State : VA

Country : USA

Zip : 20190

Principal Contact : Stephanie Kellam

Vendor Contact Phone: 571.662.4633

Extension: N/A

FOR INFORMATION CONTACT THE BUYER

Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

**Vendor
 Signature X**

FEIN# 52-2189693

DATE 3/28/22

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

ADDITIONAL INFORMATION

Addendum No. 4 is issued for the following reasons:

1) To modify the bid opening date from 3/29/22 to 4/5/22 in order for the Agency to have more time to answer questions.

--no other changes--

INVOICE TO		SHIP TO	
WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US		WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Setup, and Implementation				\$15,000.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Cost for One-Time Setup of System -Full Production

Vendors must enter the subtotal amount for Section A of the Pricing page here

Vendors must include Exhibit A Pricing Page with their Bid.

INVOICE TO		SHIP TO	
WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US		WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Licensing & Maintenance				\$144,000.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description:

Licensing & Maintenance

Vendors must enter the subtotal amount for Section B of the Pricing page here

Vendors must include Exhibit A Pricing Page with their Bid.

Up to 2,000 vendor onboards; 500 vendors added annually; and up to \$100m in AP spend.

INVOICE TO		SHIP TO	
WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US		WORKFORCE WEST VIRGINIA 1900 KANAWHA BLVD, EAST BLDG 3, 3RD FLOOR, SUITE 300 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Customization				\$0

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description:

Customization

Vendors must enter the subtotal amount for Section C of the Pricing page here

Vendors must include Exhibit A Pricing Page with their Bid.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 4:00 p.m.	2022-03-08

	Document Phase	Document Description	Page
WWW2200000007	Final	Addendum No4Data Science-Fraud Detection Software and Supprt	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

DESIGNATED CONTACT FORM

Please see the following page for our completed Designated Contact Form.

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.

Stephanie Kellam Account Representative

(Name, Title)
Stephanie Kellam, Account Representative

(Printed Name and Title)
11493 Sunset Hills Road, Suite 100, Reston, VA 20190

(Address)
571.662.4633 / 703.871.8505

(Phone Number) / (Fax Number)
Stephanie.Kellam@Carahsoft.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.

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.

Carahsoft Technology Corporation

(Company)
Kristina Smith Kristina Smith, Director of Contracts

(Authorized Signature) (Representative Name, Title)
Kristina Smith, Director of Contracts

(Printed Name and Title of Authorized Representative)

3/28/22

(Date)

703.871.8503 / 703.871.8505

(Phone Number) (Fax Number)

PURCHASING AFFIDAVIT

Please see the following pages for our completed Purchasing Affidavit.

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 exceed 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: Carahsoft Technology Corporation

Authorized Signature:  Date: 3/28/22

State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 28 day of March, 2022.

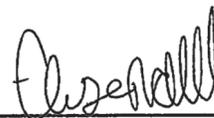
My Commission expires 07/31, 2023.

AFFIX SEAL HERE

Elise B. Roell
Electronic Notary Public
Commonwealth of Virginia
Notary Expiration #: 7/31/2023
Notary Registration #: 7852639

Digitally signed
by Elise B Roell
Date:
2022.03.28
12:42:59 -04'00'

NOTARY PUBLIC



ADDENDUM ACKNOWLEDGEMENT

Please see the following page for our addendum acknowledgement.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ WWV22*7

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 checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input checked="" 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.

Carahsoft Technology Corporation

Company



Authorized Signature

3/28/22

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

SPECIFICATIONS

3. GENERAL REQUIREMENTS:

3.1 *Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on a continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below. This contract shall be awarded to one vendor. There shall be no third-party vendors.*

3.1.1 *Scope of Service will include:*

3.1.1.1 *Front-end (BI) Software for enterprise reporting including the following: ad hoc, query and analysis, dashboarding, state requested special reporting, and analytics.*

3.1.1.1.1 *5 Cal (Client Access Licenses),*

3.1.1.1.2 *5 Test cases*

The PaymentWorks platform enables vendors to create and manage their business profile online. When requested, they will register with the State and share the required business profile information. PaymentWorks functionality includes multi-faceted search capability for ad hoc querying of this vendor profile data, as well as a dashboard for tracking the progress of vendor onboardings. All data can be exported from PaymentWorks for further analysis and reporting using third party products.

3.1.1.2 *Data Management Software, which includes Tier 1 ETL (Extract, Transform, Load) tools, Data Quality Management tools, cleansing, standardization, Merge/Match/Deduplication tools, Data Governance tools, Data Profiling, Matapedia/data dictionary/business glossary and a Metadata repository.*

The PaymentWorks platform allows for the collection, management, and formatting of vendor data in a way that deduplicates against existing vendor records, based on rules set by the client organization.

3.1.1.3 *Data Science Software. Proven Data Science methodology from Use Case definition to data cleansing, to automated analysis, to model development, to model management, to adoption and buy in, and to deployment to ensure the algorithms are prescriptive and triggering action to support business process improvement.*

The PaymentWorks platform employs a fraud risk scoring algorithm to drive its indemnification policy for vendor payments, but users cannot manipulate or modify the algorithm for their own purposes.

3.1.1.4 *Data Mining Software. Expansive data mining tools to evaluate a very large range of variables to narrow the focus on key variables associated with predicting outcomes.*

PaymentWorks does not provide any data mining capabilities. PaymentWorks data is easily exported in a variety of ways, where it can be brought into data mining and analysis tools.

3.1.1.5 *Predictive Analytics Software that includes automated analysis tools to speed the process of identifying the optimal algorithms to support the predictive models and outcomes. Integrated deployment of predictive models and algorithms into visualizations, reports, dashboards, analytics, and applications.*

The PaymentWorks platform employs a fraud risk scoring algorithm to drive its indemnification policy for vendor payments, but users cannot manipulate or modify the algorithm for their own purposes.

3.1.1.6 Project Management

PaymentWorks' customer success team provides some project management services as part of onboarding and implementation. The scope of this work includes technical and functional training, setup of vendor registration processes, etc.

3.1.1.7 Setup services to integrate software with existing mainframe extract reporting.

PaymentWorks' customer success team provides ~8 weeks of onboarding and implementation services to train users on the platform functionality. Integration with existing software (e.g. via SFTP or API) is the client responsibility, with options available for support/consulting.

3.1.1.8 Support Windows Server 2019 and later, Microsoft Office 365, SQL Server 2015 and later.

PaymentWorks is a cloud-hosted SaaS solution and is not hosted on client servers.

3.1.2 Licensing and Maintenance Fees will include:

3.1.2.1 Business Intelligence Portal, Enhanced Auditing, Backup Tools, Query Platter, Universe Platter, Predictive Analytics Suite, Data Management Suite, or equal

PaymentWorks' solution is priced on a model based on a number of client data inputs, primarily the number of total active vendors, vendors onboarded annually, and annual AP spend

3.1.2.2 Custom Audit Reports

All data in the PaymentWorks platform can be extracted for audit purposes. This data includes information on which users performed certain actions within the platform.

3.1.2.3 Data Science integration updates as required.

PaymentWorks updates the platform automatically and does not require the client to perform updates.

3.1.3 SCHEDULE: One time service listed in 3.1.1 to take between two - four months.

N/A

3.1.4 DELIVERABLES: Proprietary bundle product via web-based application that will deliver the following functionality.

3.1.4.1 BI tools for enterprise reporting, self-service reporting, ad hoc reporting, dashboarding, what-if analysis, and visualizations.

Within the scope of vendor payments fraud protection, PaymentWorks allows for the extraction and integration of vendor / payment data into other systems for enterprise reporting capabilities. Within the PaymentWorks solution, users can view and extract all necessary data.

3.1.4.2 "Embedded Br" application integration capability, which allows vendor to expose BI functionality into other web- based applications (like SharePoint, Salesforce, Extranets, or other web applications).

Within the scope of vendor payments fraud protection, PaymentWorks allows for the extraction and integration of vendor / payment data into other systems for enterprise reporting capabilities. Within the PaymentWorks solution, users can view and extract all necessary data.

3.1.4.3 Front-end BI Portal application that provides a customiz.able, brandable, easy-to-use front-end user interface for internal and external customers.

The PaymentWorks platform includes a two-sided portal for vendors and internal users to securely exchange information. This portal can be branded with client logos and verbiage as needed.

3.1.4.4 Self-service scheduling engine to deliver reports and other information. Secure web-based, interactive, viewing, editing, creating, and scheduling environment.

Integration with other systems (e.g. ERP) allows for the extraction / delivery of data in specific time intervals.

3.1.4.5 The BI Platform provides secure access to content and reports with auditing and monitoring capabilities.

The PaymentWorks platform provides full user access (based on permissions) to view and extract data. Additionally, users can view who was responsible for initiating an invitation, approving, etc.

3.1.4.6 ETL tool for robust data extraction, transformation, and loading capabilities.

PaymentWorks integrates via API and SFTP with existing user systems. This capability allows for the extraction, transformation, and loading of data that is collected from vendors in the PaymentWorks system into other existing systems.

3.1.4.7 Integrate and view Microsoft Power BI, SSRS reports, SAP BusinessObjects, Crystal Reports, Microsoft Office documents, Google documents and agnostic documents via portal user interface.

PaymentWorks does not have the ability to intake and view data from these documents / systems. Users can perform extraction of data from the PaymentWorks platform to these systems.

3.1.4.8 Mobile information delivery via responsive design application that supports iPad, Tablet and mobile devices.

The PaymentWorks platform can be accessed via these devices.

3.1.4.9 Ability to use Data Lineage to review reports and see the lineage of where the calculations or transformations took place.

N/A

3.1.4.10 Impact Analysis that gives the ability to evaluate the impact of a table change to downstream BI application.

N/A

3.1.4.11 Data Profiling tools that provide the ability to review the data to analyze cardinality, quality of data, percent of nulls, and other data type analysis used for appropriate modeling of the data and understanding data quality issues and opportunities.

N/A

3.1.4.12 Expansive data mining tools to evaluate a very large range of variables to narrow the focus on key variables that are associated with predicting the outcomes.

N/A

3.1.4.13 Predictive Model management and automated model optimization.

The PaymentWorks fraud risk scoring algorithm is built into the platform and does not allow users to manage/optimize it.

3.1.4.14 Provide on-going annual support.

Ongoing support is included as part of the annual SaaS subscription.

3.2 Customization Services must include:

3.2.1 A yearly total of an estimated six thousand hours (6,000) of professional services that will be utilized each year to maintain, enhance and modify, and tailor the product consistent with WorkForce West Virginia's unique and changing needs.

PaymentWorks does not offer these services directly, though we can introduce third-parties we partner with to provide these services.

4. CONTRACT AWARD:

4.1 Contract Award: The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

We agree and have completed the pricing pages accordingly.

4.2 *Pricing Pages: If submitting a bid online, Vendors should enter the Unit Price into each commodity line and the system will sum the total amount automatically. If responding with a paper bid, Vendors should download and/or print the assembled Final Solicitation document (with the highest version number) from wvOasis and insert their Unit Prices for each Commodity Line. Vendors should submit Exhibit A pricing with their bids.*

We agree and have completed the pricing in wvOasis accordingly.

5. ORDERING AND PAYMENT:

5.1 *Ordering: Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendors may, but are not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.*
5.2 *Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia*

We agree to these terms.

6. DELIVERY AND RETURN:

6.1 *Delivery Time: Vendor shall deliver standard orders within thirty days (30) working days after orders are received. Vendors shall deliver emergency orders within fifteen (15) working day(s) after orders are received. Vendor shall ship all orders in accordance with the above schedule and shall not hold orders until a minimum delivery quantity is met.*
6.2 *Late Delivery: The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party. Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.*
6.3 *Delivery Payment/Risk of Loss: Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.*
6.4 *Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.*

6.5 *Return Due to Agency Error: Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.*

We agree to these terms.

7. **VENDOR DEFAULT:**

7.1 *The following shall be considered a vendor default under this Contract.*

7.1.1 *Failure to provide Contract Items in accordance with the requirements contained herein.*

7.1.2 *Failure to comply with other specifications and requirements contained herein.*

7.1.3 *Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.*

7.1.4 *Failure to remedy deficient performance upon request.*

7.2 *The following remedies shall be available to the Agency upon default.*

7.2.1 *Immediate cancellation of the Contract.*

7.2.2 *Immediate cancellation of one or more release orders issued under this Contract.*

7.2.3 *Any other remedies available in law or equity.*

We agree to these terms.

8. **MISCELLANEOUS:**

8.1 *No Substitutions: Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.*

8.2 *Vendor Supply: Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.*

8.3 *Reports: Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.*

8.4 *Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.*

Contract Manager: Stephanie Kellam
Telephone Number: 571.662.4633
Fax Number: 703.871.8505
Email Address: Stephanie.Kellam@carahsoft.com

IN SUMMARY

Carahsoft Technology Corporation and PaymentWorks appreciate the opportunity to offer this solution for the State's initiative.

The Carahsoft Team has proposed a superior and cost-effective solution that fully complies with the State's requirements set forth in Data Science - Fraud Detection Solicitation Number: CRFQ0323 WWV2200000007. We understand the importance of your project goals, and we are confident you will benefit from this solution and our expertise.

Carahsoft looks forward to the opportunity to speak with you regarding the details of this proposal, as well as the opportunity to work with Department of Administration on this project.

Cost Sheet for Data Science Fraud Detection

Implementation of software for fraud detection and data science services. Implementation includes Project Management, Software Installation, Configuration, Testing, Training, and Reporting.

Note: Reference the RFQ Sections: 3.1.1; 3.1.3; 3.1.4

A. Cost for One-Time Set-up of System into full Production (Section 3.1.3)	Subtotal for A.	\$15,000.00
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Licensing and Maintenance Fees (Year 1,2,3,4)
Note: Reference the RFQ Sections: 3.1.2

Description	Time Period	Quantity	Unit Cost	Extended Cost
Licensing & Maintenance	Year 1	1	\$ 36,000.00	\$ 36,000.00
Licensing & Maintenance	Year 2	1	\$ 36,000.00	\$ 36,000.00
Licensing & Maintenance	Year 3	1	\$ 36,000.00	\$ 36,000.00
Licensing & Maintenance	Year 4	1	\$ 36,000.00	\$ 36,000.00

B. Software Yearly Fees for Contractual Obligation (4-Year)	Subtotal for B.	\$144,000.00
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Up to 2,000 vendor onboards; 500 vendors added annually; and up to \$100m in AP spend

Master Service Agreement yearly hours will be utilized by the Agency to enhance the Application. These hours will be utilized to upgrade the Application, potentially provide additional staff training, develop new reporting, develop new components, etc.

Note: Work could involve all areas mentioned in RFQ Sections: 3.2.1

Description	Time Period	Number of Hours (estimated)	Unit Cost per Hour	Extended Cost
Customization	Year 1	6000	\$ -	\$ -
Customization	Year 2	6000	\$ -	\$ -
Customization	Year 3	6000	\$ -	\$ -
Customization	Year 4	6000	\$ -	\$ -

C. Customer Work Yearly for Contractual Obligation (4-Year)	Subtotal for C.	\$0.00
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Grand Total- add all subtotals together to get a Total Bid Amount (Sections A + B + C = Total Bid amount)

\$159,000.00

Instructions for completing the above Cost Sheet. The excel spreadsheet has been formatted to automatically provide the Subtotals and Grand Total. You will enter the cost associated with each Section as well as each year (1-4). All data entry items on the form are designated by a RED font. Please make sure you have entered costs in each line.

All costs provided above shall be fixed and cannot be modified after bid submission.

Do not alter this cost sheet or provide any additional pricing not specifically requested hereinabove. Doing so will result in disqualification of your bid.