



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 @ 14

List View

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

Procurement Folder: 1003912

Procurement Type: Central Contract - Fixed Amt

Vendor ID: VS0000018125

Legal Name: AHEAD LLC

Alias/DBA:

Total Bid: \$10,457,872.00

Response Date: 04/05/2022

Response Time: 11:33

Responded By User ID: ahead

First Name: Benjamin

Last Name: Donaldson

Email: Benjamin.Donaldson@TI

Phone: 513-334-9153

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: 14

Total of All Attachments: 14

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Setup, and Implementation				1592500.00

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				2407872.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Commodity Line Comments:

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				6457500.00

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.

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.				
<i>Note: Reference the RFQ Sections: 3.1.1; 3.1.3; 3.1.4</i>				
A. Cost for One-Time Set-up of System into full Production (Section 3.1.3)			Subtotal for A.	\$1,592,500.00
Licensing and Maintenance Fees (Year 1,2,3,4) <i>Note: Reference the RFQ Sections: 3.1.2</i>				
Description	Time Period	Quantity	Unit Cost	Extended Cost
Licensing & Maintenance	Year 1	1	\$ 601,968.00	\$ 601,968.00
Licensing & Maintenance	Year 2	1	\$ 601,968.00	\$ 601,968.00
Licensing & Maintenance	Year 3	1	\$ 601,968.00	\$ 601,968.00
Licensing & Maintenance	Year 4	1	\$ 601,968.00	\$ 601,968.00
B. Software Yearly Fees for Contractual Obligation (4-Year)			Subtotal for B.	\$2,407,872.00
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.				
<i>Note: Work could involve all areas mentioned in RFQ Sections: 3.2.1</i>				
Description	Time Period	Number of Hours (estimated)	Unit Cost per Hour	Extended Cost
Customization	Year 1	6000	\$ 250.00	\$ 1,500,000.00
Customization	Year 2	6000	\$ 262.50	\$ 1,575,000.00
Customization	Year 3	6000	\$ 275.00	\$ 1,650,000.00
Customization	Year 4	6000	\$ 288.75	\$ 1,732,500.00
C. Customer Work Yearly for Contractual Obligation (4-Year)			Subtotal for C.	\$6,457,500.00

Grand Total- add all subtotals together to get a Total Bid Amount (Sections A + B + C = Total Bid amount)

\$10,457,872.00

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.



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: Data Science-Fraud Detection Software and Support			
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-02-28	2022-03-15 13:30	CRFQ 0323 WWV2200000007	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 : AHEAD

Address : 401 N Michigan Avenue, 34th floor

Street :

City : Chicago

State : IL **Country :** USA **Zip :** 60611

Principal Contact : Matt Athey

Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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

ADDITIONAL INFORMATION

The West Virginia Purchasing Division for the Agency, The WorkForce West Virginia is soliciting bids from qualified vendors to establish a contract for the purchase of Data-Science Fraud Detection (software and support) per the Specifications, Terms & Conditions and bid requirements as attached herein.

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Setup, and Implementation				

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Licensing & Maintenance				

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.

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				

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	Draft	Data Science-Fraud Detection Software and Support	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. REVIEW DOCUMENTS THOROUGHLY: The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. MANDATORY TERMS: The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. PREBID MEETING: The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening

A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting
Revised 02/08/2022

are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. VENDOR QUESTION DEADLINE: Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are nonbinding.

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: Tuesday March 8 2022 @ 4:00 p.m.

Submit Questions to: Toby L Welch
2019 Washington Street, East
Charleston, WV 25305
Fax: (304) 558-3970
Email: Toby.L.Welch@wv.gov

5. VERBAL COMMUNICATION: Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

6. BID SUBMISSION: All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:
Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

SEALED BID: Data Science Fraud Detection Software and Support
BUYER: Toby L Welch
SOLICITATION NO.: CRFQ WWV2200000007
BID OPENING DATE: Tuesday March 15, 2022
BID OPENING TIME: 1:30 p.m.
FAX NUMBER: 304-558-3970

Revised 02/08/2022

The Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. Submission of a response to a Request for Proposal is not permitted in wvOASIS.

For Request For Proposal ("RFP") Responses Only: In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal prior to the bid opening date and time identified in Section 7 below, plus N/A convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should clearly identify and segregate the cost proposal from the technical proposal in a separately sealed envelope.

7. BID OPENING: Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

Bid Opening Date and Time: Tuesday March 15, 2022 @ 1:30 p.m.

Bid Opening Location: Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

8. ADDENDUM ACKNOWLEDGEMENT: Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

9. BID FORMATTING: Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

10. ALTERNATE MODEL OR BRAND: Unless the box below is checked, any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

11. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

12. COMMUNICATION LIMITATIONS: In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

13. REGISTRATION: Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

14. UNIT PRICE: Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.

15. PREFERENCE: Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and must include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at:
<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

15A. RECIPROCAL PREFERENCE: The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. Any request for reciprocal preference must include with the bid any information necessary to evaluate and confirm the applicability of the preference. A request form to help facilitate the request can be found at: <http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES: For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference

for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

17. WAIVER OF MINOR IRREGULARITIES: The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

18. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

19. NON-RESPONSIBLE: The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform or lacks the integrity and reliability to assure good-faith performance.”

20. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

21. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor’s entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled “confidential,” “proprietary,” “trade secret,” “private,” or labeled with any other claim against public disclosure of the documents, to include any “trade secrets” as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

22. INTERESTED PARTY DISCLOSURE: West Virginia Code § 6D-1-2 requires that the vendor submit to the Purchasing Division a disclosure of interested parties to the contract for all contracts with an actual or estimated value of at least \$1 million. That disclosure must occur on the form prescribed and approved by the WV Ethics Commission prior to contract award.

A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

23. WITH THE BID REQUIREMENTS: In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.6. This authority does not apply to instances where state law mandates receipt with the bid.

24. EMAIL NOTIFICATION OF AWARD: The Purchasing Division will attempt to provide bidders with e-mail notification of contract award when a solicitation that the bidder participated in has been awarded. For notification purposes, bidders must provide the Purchasing Division with a valid email address in the bid response. Bidders may also monitor wvOASIS or the Purchasing Division's website to determine when a contract has been awarded.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of an Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: The Initial Contract Term will be for a period of one (1) year. The Initial Contract Term becomes effective on the effective start date listed on the first page of this Contract and the Initial Contract Term ends on the effective end date also shown on the first page of this Contract.

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to three (3) successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Alternate Renewal Term – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

Fixed Period Contract: This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

Fixed Period Contract with Renewals: This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that maintenance, monitoring, or warranty services will be provided for _____ year(s) thereafter.

One-Time Purchase: The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

Other: Contract Term specified in _____

4. AUTHORITY TO PROCEED: Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for “Fixed Period Contract” or “Fixed Period Contract with Renewals” has been checked in Section 3 above. If either “Fixed Period Contract” or “Fixed Period Contract with Renewals” has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

Open End Contract: Quantities listed in this Solicitation/Award Document are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Service: The scope of the service to be provided will be more clearly defined in the specifications included herewith.

Combined Service and Goods: The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

One Time Purchase: This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General’s office.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute of breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

7. REQUIRED DOCUMENTS: All of the items checked in this section must be provided to the Purchasing Division by the Vendor as specified:

BID BOND (Construction Only): Pursuant to the requirements contained in W. Va. Code § 5-22-1(c), All Vendors submitting a bid on a construction project shall furnish a valid bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

PERFORMANCE BOND: The apparent successful Vendor shall provide a performance bond in the amount of 100% of the contract. The performance bond must be received by the Purchasing Division prior to Contract award.

LABOR/MATERIAL PAYMENT BOND: The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable. Notwithstanding the foregoing, West Virginia Code § 5-22-1 (d) mandates that a vendor provide a performance and labor/material payment bond for construction projects. Accordingly, substitutions for the performance and labor/material payment bonds for construction projects is not permitted.

MAINTENANCE BOND: The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

LICENSE(S) / CERTIFICATIONS / PERMITS: In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below and must include the State as an additional insured on each policy prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether that insurance requirement is listed in this section.

Vendor must maintain:

Commercial General Liability Insurance in at least an amount of: \$1,000,000.00 per occurrence.

Automobile Liability Insurance in at least an amount of: \$1,000,000.00 per occurrence.

Professional/Malpractice/Errors and Omission Insurance in at least an amount of: \$500,000.00 per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

Commercial Crime and Third Party Fidelity Insurance in an amount of: \$300,000.00 per occurrence.

Cyber Liability Insurance in an amount of: \$500,000.00 per occurrence.

Builders Risk Insurance in an amount equal to 100% of the amount of the Contract.

Pollution Insurance in an amount of: _____ per occurrence.

Aircraft Liability in an amount of: _____ per occurrence.

Notwithstanding anything contained in this section to the contrary, the Director of the Purchasing Division reserves the right to waive the requirement that the State be named as an additional insured on one or more of the Vendor's insurance policies if the Director finds that doing so is in the State's best interest.

9. WORKERS' COMPENSATION INSURANCE: Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. [Reserved]

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

_____ for _____.

Liquidated Damages Contained in the Specifications.

Liquidated Damages Are Not Included in this Contract.

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software maintenance, licenses, or subscriptions may be paid annually in advance.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia, included in the Contract, or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence regarding all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code, or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR CERTIFICATIONS: By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. PURCHASING AFFIDAVIT: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State, Vendors are required to sign, notarize, and submit the Purchasing Affidavit to the Purchasing Division affirming under oath that it is not in default on any monetary obligation owed to the state or a political subdivision of the state.

38. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

39. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.division@wv.gov.

40. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

41. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process.
- c. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:

1. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
2. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a “substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

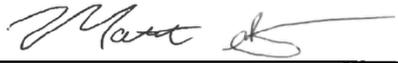
All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

43. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the vendor must submit to the Agency a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-award interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

44. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

45. VOID CONTRACT CLAUSES – This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

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.



(Name, Title)
Matt Athey, Client Director

(Printed Name and Title)
5905 E. Galbraith Rd., Floor 3, Cincinnati OH, 45236

(Address)
614-354-5892

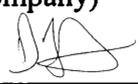
(Phone Number) / (Fax Number)
Matt.Athey@ahead.com

(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.

AHEAD

(Company)


(Authorized Signature) (Representative Name, Title)
Taylor Gorning, Managing Director

(Printed Name and Title of Authorized Representative)
5 April 2022

(Date)
513-470-0807

(Phone Number) (Fax Number)

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.

AHEAD

Company



Authorized Signature

5 April 2022

Date

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

REQUEST FOR QUOTATION
Data Science – Fraud Detection

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of WorkForce WV to establish a contract for Business Intelligence (BI), Analytics, and Data Management Software and Tools.

2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section two (2) of the General Terms and Conditions.
 - 2.1 **“Contract Item” or “Contract Items”** means the list of items identified in Section 3.1 below and on the Pricing Pages.

 - 2.2 **“Pricing Pages”** means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as **Exhibit A**, and used to evaluate the Solicitation responses.

 - 2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

 - 2.4 **“Data Science Services”** includes integration with automated case management detection, a team of data scientists that collaborate and internally review for optimized fraud detection, at least ten (10) predictive and prescriptive models addressing Department of Labor (DOL) pain points, clear strategic plan for solving DOL problems and increasing Workforce West Virginia’s analytics maturity, on call data science team to address ad hoc requests, cutting edge data science methodologies which encourage business transformation through new process development and implantation, and a data science team dedicated to training and mentoring Workforce West Virginia staff on the product and process changes.

 - 2.5 **“Business intelligence” (BI)** is a technology-driven process for analyzing data and delivering actionable information that helps executives, managers and workers make informed business decisions.

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.

REQUEST FOR QUOTATION
Data Science – Fraud Detection

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**
- 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.**
- 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.**
- 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.**
- 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.**
- 3.1.1.6 Project Management**
- 3.1.1.7 Setup services to integrate software with existing mainframe extract reporting.**
- 3.1.1.8 Support Windows Server 2019 and later, Microsoft Office 365, SQL Server 2015 and later.**

REQUEST FOR QUOTATION
Data Science – Fraud Detection

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

3.1.2.2 Custom Audit Reports

3.1.2.3 Data Science integration updates as required.

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

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.

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

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

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

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

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

REQUEST FOR QUOTATION
Data Science – Fraud Detection

- 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.
- 3.1.4.8** Mobile information delivery via responsive design application that supports iPad, Tablet and mobile 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.
- 3.1.4.10** Impact Analysis that gives the ability to evaluate the impact of a table change to downstream BI application.
- 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.
- 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.
- 3.1.4.13** Predictive Model management and automated model optimization.
- 3.1.4.14** Provide on-going annual support.

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.

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.

REQUEST FOR QUOTATION
Data Science – Fraud Detection

- 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.

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.

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

REQUEST FOR QUOTATION
Data Science – Fraud Detection

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.

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.

REQUEST FOR QUOTATION
Data Science – Fraud Detection

7.2.3 Any other remedies available in law or equity.

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: Matt Athey, Client Director

Telephone Number: 614-354-5892

Fax: 800-294-5141

Number: 513-247-7900

Email

Address: Matt.Athey@ahead.com

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: _____

Authorized Signature: _____ Date: _____

State of _____

County of _____, to-wit:

Taken, subscribed, and sworn to before me this ____ day of _____, 20__.

My Commission expires _____, 20__.

AFFIX SEAL HERE

NOTARY PUBLIC _____

EXHIBIT A

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.				
<i>Note: Reference the RFQ Sections: 3.1.1; 3.1.3; 3.1.4</i>				
A. Cost for One-Time Set-up of System into full Production (Section 3.1.3)			Subtotal for A.	
Licensing and Maintenance Fees (Year 1,2,3,4) <i>Note: Reference the RFQ Sections: 3.1.2</i>				
Description	Time Period	Quantity	Unit Cost	Extended Cost
Licensing & Maintenance	Year 1	1		
Licensing & Maintenance	Year 2	1		
Licensing & Maintenance	Year 3	1		
Licensing & Maintenance	Year 4	1		
B. Software Yearly Fees for Contractual Obligation (4-Year)			Subtotal for B.	
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.				
<i>Note: Work could involve all areas mentioned in RFQ Sections: 3.2.1</i>				
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.	

Grand Total- add all subtotals together to get a Total Bid Amount (Sections A + B + C = Total Bid amount)

--

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.



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: Data Science-Fraud Detection Software and Support
Proc Type: Central Contract - Fixed Amt
Reason for Modification:

Date Issued	Solicitation Closes	Solicitation No	Version
2022-02-28	2022-03-15 13:30	CRFQ 0323 WWV2200000007	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 : AHEAD
Address : 401 N Michigan Avenue, 34th floor
Street :
City : Chicago
State : IL **Country :** USA **Zip :** 312-924-4492
Principal Contact : Matt Athey
Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor
 Signature X

FEIN# 20-8476250

DATE 5 April 2022

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

ADDITIONAL INFORMATION

The West Virginia Purchasing Division for the Agency, The WorkForce West Virginia is soliciting bids from qualified vendors to establish a contract for the purchase of Data-Science Fraud Detection (software and support) per the Specifications, Terms & Conditions and bid requirements as attached herein.

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				

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				

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.

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				

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	Data Science-Fraud Detection Software and Support	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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 No1Data Science-Fraud Detection Software and Suppor		Addendum No. 1 is issued to move the bid opening date.	
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-14	2022-03-22 13:30	CRFQ 0323 WV2200000007	2

BID RECEIVING LOCATION

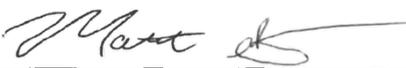
BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code:
Vendor Name : AHEAD
Address : 401 N Michigan Avenue, 34th floor
Street :
City : Chicago
State : IL **Country :** USA **Zip :** 60611
Principal Contact : Matt Athey
Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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

ADDITIONAL INFORMATION

Addendum No. 1 is issued for the following reasons:

1) To modify the bid opening date from 3/15/22 to 3/22/22 in order to allow more time to respond to submitted 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				

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				

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.

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				

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

SOLICITATION NUMBER: CRFQ WWV220000007

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

Addendum No. 1 is issued for the following reasons:

1) To modify the bid opening date from 3/15/22 to 3/22/22 in order to allow more time to respond to submitted questions.

--no other changes--

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

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.

AHEAD

Company



Authorized Signature

5 April 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 Quote
 Info Technology

Proc Folder: 1003912		Reason for Modification:	
Doc Description: Addendum No1Data Science-Fraud Detection Software and Suppor		Addendum No. 1 is issued to move the bid opening date.	
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-14	2022-03-22 13:30	CRFQ 0323 WWV2200000007	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:
Vendor Name : AHEAD
Address : 401 N Michigan Avenue, 34th floor
Street :
City : Chicago
State : IL **Country :** USA **Zip :** 60611
Principal Contact : Matt Athey, Client Director
Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor
 Signature X

FEIN# 20-8476250

DATE 5 April 2022

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

ADDITIONAL INFORMATION

Addendum No. 1 is issued for the following reasons:

1) To modify the bid opening date from 3/15/22 to 3/22/22 in order to allow more time to respond to submitted 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				

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				

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.

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				

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 No1Data Science-Fraud Detection Software and Suppor	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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 No2Data Science-Fraud Detection Software and Suppor		Addendum No 2 is issued to modify the bid opening date.	
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-18	2022-03-29 13:30	CRFQ 0323 WWV2200000007	3

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:
Vendor Name : AHEAD
Address : 401 N Michigan Avenue, 34th floor
Street :
City : Chicago
State : IL **Country :** USA **Zip :** 60611
Principal Contact : Matt Athey, Client Director
Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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

ADDITIONAL INFORMATION

Addendum No. 2 is issued for the following reasons:

1) To modify the bid opening date from 3/22/22 to 3/29/22 in order to allow more time to respond to submitted 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				

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				

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.

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				

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 No2Data Science-Fraud Detection Software and Suppor	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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: Addendum No. 3 is issued to publish questions and answers
Doc Description: Addendum No3Data Science-Fraud Detection Software and Supprt			
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-21	2022-03-29 13:30	CRFQ 0323 WWW2200000007	4

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:

Vendor Name : AHEAD

Address : 401 N Michigan Avenue, 34th floor

Street :

City : Chicago

State : IL **Country :** USA **Zip :** 60611

Principal Contact : Matt Athey, Client Director

Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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

ADDITIONAL INFORMATION

Addendum No. 3 is issued for the following reasons:

1) To publish a list of submitted questions with the answers/responses.

--no other changes--

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Setup, and Implementation				

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Licensing & Maintenance				

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.

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				

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

SOLICITATION NUMBER: CRFQ WWV220000007

Addendum Number: 3

The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

Addendum No. 3 is issued for the following reasons:

1) To publish a list of submitted questions with the answers/responses.

--no other changes--

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

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.

AHEAD

Company



Authorized Signature

5 April 2022

Date

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

Revised 6/8/2012

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.1 Is Workforce West Virginia open to Software-as-a-Service solutions or only on-premise solutions?

A.1 No, we must have an on-premise solution.

Q.2 Are quoters required to submit a narrative addressing the SOW requirements or just the forms and cost worksheet?

A.2 While a narrative was not a listed mandatory, the agency would prefer a narrative along with the mandated cost sheet and forms as shown within the RFQ.

Q.3 Are WV-based entities afforded preferential treatment for the award and if so, what are the requirements to be considered a WV entity?

A.3 Please see Section 3.9.2.2 Reciprocal Preference of the State Purchasing Handbook found at:

<https://www.state.wv.us/admin/purchase/Handbook/2021/handbook.pdf>

Q.4 How many BI licenses and of what types will be required? Viewer versus Creator for example.

A.4 Fifteen users, 3 creator, 12 viewer.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.5 Please provide any details regarding the initial use cases for the models that are to be developed and deployed along with the scope of those use cases.

A.5 Initial use cases are currently active in our existing solution.

Q.6 In section 2.4 it lists “on call data science team to address ad hoc requests.” Is this team expected to be available in person or virtually? Also, what sort of available window and SLA does the state require for this? Example: 8x5 (Monday through Friday) with a 24 hour response time.

A.6 Virtually is acceptable during normal business hours 8:00am to 5:00 pm. (Eastern time)

Q.7 In section 2.4 - Are the 10 pain points to be addressed by predictive and prescriptive models already defined, or will it be defining those parts of the scope of work in the 2-4 month window?

A.7 Already defined.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.8 In section 3.1.1.1 - Is there a preferred BI front-end software platform?

a. Does WV want a proposed solution outside of current stack?

A.8 No

A.8A Yes

Q.9 In section 3.1.1.3: has Workforce West Virginia defined any use cases and if so, what use cases have been identified?

a. If yes, have the data systems been identified in order for the ETL work to be started immediately? i.e. Data Sources etc

A.9 Yes

A.9A Yes

Q10 In section 3.1.1.7 - What formats or tools are currently used for "existing mainframe extract reporting"?

A.10 Agency personnel have developed custom extracts for integration with the data science tool.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.11 In section 3.1.2.1 it lists “Business Intelligence Portal.” Does this refer to the licensing for the user interface native to the business intelligence platform that is to be deployed? Or is there another 3rd party portal that the BI platform must integrate with and be supported such as a CMS platform.

A.11 Yes, licensing for the user interface.

Q.12 In section 3.1.2.2 what is being audited? Data, Access, Violations?

A.12 Data

Q.13 In section 3.1.3 you’re envisioning this effort to be time boxed between 2 and 4 months, is that correct?

A.13 Yes

Q.14 How many analysts or other end users would need access?

A.14 Fifteen users

Q.15 Outside of the initial 10 use cases, do you plan on additional use cases throughout Workforce in years 2+?

A.15 Yes

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.16 Where do you want to deploy (On prem, VPC or managed cloud)? Would you want pricing for multiple options?

A.16 On-Premises

Q.17 Given the importance of this procurement and the schedule for vendor question responses, we would like to respectfully request a 3-week extension to allow for a complete and comprehensive proposal. To accurately price the required deliverables, answers and clarifications to our submitted questions are needed.

A.17 No

Q.18 Is it an expectation that the vendor will create a new data repository to support Data Science activities? If so, please provide volume and detail information for the source data sets.

A.18 No

Q.19 Has the agency assessed data quality?

A.19 Yes

Q.20 Please provide more detail regarding integration methods available to interface with the existing mainframe system.

A.20 Data from mainframe are extracted. No interface necessary.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.21 Has a budget been established for this procurement? Will the Agency be willing to share this information with vendors?

A.21 The agency expects to award a contract for the services covered by this RFQ to the lowest bidder meeting mandatory requirements. Pricing should represent Fair Market Value for any services quoted.

Q.22 Please provide more detail or sample use cases desired to be supported through mobile information delivery.

A.22 Data dashboards for executive staff.

Q.23 Ideally, to perform analytics and crossmatches, applicable 3rd party and government supporting data is required. Will the Agency make this available, or should the proposed solution also include methodology and costs for obtaining such supplementary data?

A.23 The agency will make cross match data available.

Q.24 Has the Agency seen demonstrations of any solutions prior to RFP release? If so, can you share the vendor's name(s)?

A.24 Yes. Catch Intelligence and SpringML.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.25 Can you please provide the technology stack (tools) of the current system of record (SOR)? Also, please clarify if the current system is in Cloud or on-premises.

A.25 The current system is proprietary and on-premises.

Q.26 How many years of legacy data should be included from the existing system? Please also elaborate on the size of the pertinent data (Tables, Rows, Disk Size).

A.26 2017 Forward, 50 GB and growing

Q.27 Does the Agency have any in house training or OCM capabilities that will be leveraged in support of this project? How much training is desired?

A.27 Initial Training for agency staff and then periodic training as enhancements are implemented.

Q.28 Will the Agency be willing to share success criteria established for this engagement.

A.28 The agency cannot endorse a vendor or share success criteria.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.29 We understand that WV desires to acquire Data Science capabilities to help address current and future fraud challenges. However, it's been our experience that solving certain use cases around identity validation can be more comprehensively addressed by leveraging purpose-built platforms for solving Digital Identity verification in conjunction with analytics. Would WFWV consider inclusion of such a toolset as a part of a comprehensive Data Science solution?

A.29 The agency is pursuing digital identity verification solutions separately.

Q.30 Which key variables is WV currently tracking and using to predict outcomes?

A.30 This will be shared with the successful bidder.

Q.31 With regard to integration with Microsoft Office and Google documents, what does success look like for WV?

A.31 The State of WV utilizes Google workspaces as its office application solution.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.32 With regard to data analytics reporting functionality components, could you let us know how many users need access to those tools?

A.32 Fifteen users

Q.33 Does WV want a fraud scoring system?

A.33 Yes

Q.34 What vendor / provider will be used for authentication?

A.34 This is to be determined.

Q.35 What vendor / provider will be used for multi-factor authentication?

A.35 Data science solution is internal facing only.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.36 Do API's exist to service the integration points between the proposed fraud Will WV provide network intelligence data (e.g. IP address activity) that describes access by external users to the UI system/analytics system and the current benefits system?

A.36 No API's. WV will provide network intelligence data.

Q.37 Are the call center and call center logs in scope for analysis?

A.37 No.

Q.38 Is a real-time or a near-real-time interface anticipated with the UI system?

A.38 No.

Q.39 Which machine techniques and algorithms are currently used in the current environment?

A.39 Proprietary.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.40 What is the data retention policy for claims data and analytics?

A.40 10 years for claims data. Analytics are refreshed weekly.

Q.41 Does WV have existing data sharing agreements with any 3rd parties? If so, can WV share details of those agreements?

A.41 With respect to fraud, there are no data sharing agreements. Other data sharing agreements are out of scope.

Q.42 Does WV have access to third-party data sources such as vital statistics (death, birth) or incarceration data or do they expect the vendor to obtain these data sets?

A.42 WV will provide third-party data.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.43 How many years of legacy data should be migrated to the new system from the existing system? Please also elaborate on the size of data to be migrated (Tables, Rows, Disk Size, and gigabytes).

A.43 2017 forward. This is an extract process developed and maintained by agency technical personnel. Current data store is approximately 50GB.

Q.44 Does WV intend to detect and identify imposter claims, eligibility fraud, payment fraud, and employer fraud?

A.44 Yes to all.

Q.45 Does WV intend to perform crossmatching of for-sale homes or short-term (vacation rentals)?

A.45 No.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.46 Does WV have a list of programmatic methods that are used to detect fraud? If so, what are those needs?

A.46 Yes. Will share with the successful bidder.

Q.47 Our proposed solution consists of integrated third-party tools to deliver some of the features/functionalities required in this RFP. Do you only desire to procure a proprietary bundled solution?

A.47 Yes.

Q.48 Can you specify the list of data sources/systems that need to be integrated with the new system? Where those systems are hosted?

A.48 Data sources will be provided by the Agency. Systems are hosted on premises.

Q.49 What is the estimated size of overall data from the data sources (in GBs, TBs)?

A.49 About 50 GB and growing.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.50 Are you okay with a modern ETL solution or do you prefer the vendor proposed system to possess the traditional ETL functionalities?

A.50 Possessing traditional ETL functionality will be necessary to support handling the data extracts from the mainframe, if necessary. However current processes are to extract, move to the ad hoc data warehouse we have in place, and from there to move to the data science datastore.

Q.51 Do you currently have any centralized Data Repository such as a Data Lake or DWH?

A.51 Yes.

Q.52 Do you expect the vendor-proposed software to integrate with a mainframe system?

A.52 No.

Q.53 What case management tool do you desire to integrate with the vendor proposed system?

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

A.53 Undetermined at this time.

Q.54 What is your preferred hosting (on-premises vs cloud)? If cloud, do you own any cloud license (AWS, Azure)?

A.54 On-premises.

Q.55 How many users will need to access the system?

A.55 15 users.

Q.56 What features/functionalities of the proposed system do you expect to access via mobile devices? Briefly explain.

A.56 Information dashboards.

Q.57 Can you specify any two sample use cases that you expect to solve using this software?

A.57 Use cases will be provided with successful bidder.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.58 Do you expect the selected vendor to deploy any on-site resources for providing training?

A.58 No. Necessary infrastructure required for an on-site deployment will be provided through virtual machines.

Q.59 Is this solicitation open to everyone or are there any restrictions to participate?

A.59 In accordance with the Code of State Rules 148 CSR 6.1.7, vendors must be licensed and in good standing with any and all state and local law and requirements, including West Virginia Insurance Commission, Workers' Compensation, and proper registration with the Secretary of State's office, if applicable.

The successful vendor must meet all mandatory requirements shown in a competitive bid solicitation, in this case Section 3.1 through 3.1.4.14

Vendor information can be found at

<https://www.state.wv.us/admin/purchase/vrc/default.html>

Q.60 Do we need to submit the forms (Page: 1, 2, & 3) provided in the RFP along with our proposal response?

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

A.60 Yes

Q.61 Have you seen a demo of any relevant products that meets your requirements before preparing/releasing this RFP?

A.61 See response to Question #24.

Q.62 Is the assimilation of additional data sources in the Agency's roadmap. If so, can you provide more detail on the additional data desired?

A.62 Undetermined at this time. Depends on evolving needs over time.



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 No2Data Science-Fraud Detection Software and Suppor		Addendum No 2 is issued to modify the bid opening date.	
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-03-18	2022-03-29 13:30	CRFQ 0323 WWW2200000007	3

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:

Vendor Name : AHEAD

Address : 401 N Michigan Avenue, 34th floor

Street :

City : Chicago

State : IL **Country :** USA **Zip :** 60611

Principal Contact : Matt Athey, Client Director

Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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

ADDITIONAL INFORMATION

Addendum No. 2 is issued for the following reasons:

1) To modify the bid opening date from 3/22/22 to 3/29/22 in order to allow more time to respond to submitted 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
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 CHARLESTON WV
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Setup, and Implementation				

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
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 300
 CHARLESTON WV
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Licensing & Maintenance				

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.

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				

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

SOLICITATION NUMBER: CRFQ WWV220000007

Addendum Number: 2

The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

Addendum No. 2 is issued for the following reasons:

1) To modify the bid opening date from 3/22/22 to 3/29/22 in order to allow more time to respond to submitted questions.

--no other changes--

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
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ATTACHMENT A

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ WWV22*7

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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 |

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AHEAD

Company



Authorized Signature

5 April 2022

Date

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Revised 6/8/2012



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 No3Data Science-Fraud Detection Software and Supprt		Addendum No. 3 is issued to publish questions and answers	
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2022-03-21	2022-03-29 13:30	CRFQ 0323 WWV2200000007	4

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:

Vendor Name : AHEAD

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Principal Contact : Matt Athey, Client Director

Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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

ADDITIONAL INFORMATION

Addendum No. 3 is issued for the following reasons:

1) To publish a list of submitted questions with the answers/responses.

--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				

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				

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.

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				

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 No3Data Science-Fraud Detection Software and Supprt	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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 No4Data Science-Fraud Detection Software and Supprt		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:

Vendor Name : AHEAD

Address : 401 N Michigan Avenue, 34th floor

Street :

City : Chicago

State : IL

Country : USA

Zip : 60611

Principal Contact : Matt Athey, Client Director

Vendor Contact Phone: 614-354-5892

Extension:

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X

FEIN# 20-8476250

DATE 5 April 2022

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				

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				

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.

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				

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

SOLICITATION NUMBER: CRFQ WWV2200000007

Addendum Number: 4

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

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--

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ WWV 22*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.

AHEAD

Company



Authorized Signature

5 April 2022

Date

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

Revised 6/8/2012



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 No4Data Science-Fraud Detection Software and Supprt		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

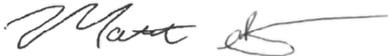
BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code:
Vendor Name : AHEAD
Address : 401 N Michigan Avenue, 34th floor
Street :
City : Chicago
State : IL **Country : USA** **Zip : 60611**
Principal Contact : Matt Athey, Client Director
Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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				

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				

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.

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				

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



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:

Vendor Name : AHEAD

Address : 401 N Michigan Avenue, 34th floor

Street :

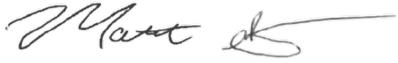
City : Chicago

State : IL **Country :** USA **Zip :** 60611

Principal Contact : Matt Athey, Client Director

Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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				

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				

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.

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				

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

SOLICITATION NUMBER: CRFQ WWV220000007

Addendum Number: 5

The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

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--

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

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2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

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.

AHEAD

Company



Authorized Signature

5 April 2022

Date

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

Revised 6/8/2012

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.1 Is Workforce West Virginia open to Software-as-a-Service solutions or only on-premise solutions?

A.1 No, we must have an on-premise solution.

Q.2 Are quoters required to submit a narrative addressing the SOW requirements or just the forms and cost worksheet?

A.2 While a narrative was not a listed mandatory, the agency would prefer a narrative along with the mandated cost sheet and forms as shown within the RFQ.

Q.3 Are WV-based entities afforded preferential treatment for the award and if so, what are the requirements to be considered a WV entity?

A.3 Please see Section 3.9.2.2 Reciprocal Preference of the State Purchasing Handbook found at:

<https://www.state.wv.us/admin/purchase/Handbook/2021/handbook.pdf>

Q.4 How many BI licenses and of what types will be required? Viewer versus Creator for example.

A.4 Fifteen users, 3 creator, 12 viewer.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.5 Please provide any details regarding the initial use cases for the models that are to be developed and deployed along with the scope of those use cases.

A.5 Initial use cases are currently active in our existing solution.

Q.6 In section 2.4 it lists “on call data science team to address ad hoc requests.” Is this team expected to be available in person or virtually? Also, what sort of available window and SLA does the state require for this? Example: 8x5 (Monday through Friday) with a 24 hour response time.

A.6 Virtually is acceptable during normal business hours 8:00am to 5:00 pm. (Eastern time)

Q.7 In section 2.4 - Are the 10 pain points to be addressed by predictive and prescriptive models already defined, or will it be defining those parts of the scope of work in the 2-4 month window?

A.7 Already defined.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.8 In section 3.1.1.1 - Is there a preferred BI front-end software platform?

a. Does WV want a proposed solution outside of current stack?

A.8 No

A.8A Yes

Q.9 In section 3.1.1.3: has Workforce West Virginia defined any use cases and if so, what use cases have been identified?

a. If yes, have the data systems been identified in order for the ETL work to be started immediately? i.e. Data Sources etc

A.9 Yes

A.9A Yes

Q10 In section 3.1.1.7 - What formats or tools are currently used for "existing mainframe extract reporting"?

A.10 Agency personnel have developed custom extracts for integration with the data science tool.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.11 In section 3.1.2.1 it lists “Business Intelligence Portal.” Does this refer to the licensing for the user interface native to the business intelligence platform that is to be deployed? Or is there another 3rd party portal that the BI platform must integrate with and be supported such as a CMS platform.

A.11 Yes, licensing for the user interface.

Q.12 In section 3.1.2.2 what is being audited? Data, Access, Violations?

A.12 Data

Q.13 In section 3.1.3 you’re envisioning this effort to be time boxed between 2 and 4 months, is that correct?

A.13 Yes

Q.14 How many analysts or other end users would need access?

A.14 Fifteen users

Q.15 Outside of the initial 10 use cases, do you plan on additional use cases throughout Workforce in years 2+?

A.15 Yes

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.16 Where do you want to deploy (On prem, VPC or managed cloud)? Would you want pricing for multiple options?

A.16 On-Premises

Q.17 Given the importance of this procurement and the schedule for vendor question responses, we would like to respectfully request a 3-week extension to allow for a complete and comprehensive proposal. To accurately price the required deliverables, answers and clarifications to our submitted questions are needed.

A.17 No

Q.18 Is it an expectation that the vendor will create a new data repository to support Data Science activities? If so, please provide volume and detail information for the source data sets.

A.18 No

Q.19 Has the agency assessed data quality?

A.19 Yes

Q.20 Please provide more detail regarding integration methods available to interface with the existing mainframe system.

A.20 Data from mainframe are extracted. No interface necessary.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.21 Has a budget been established for this procurement? Will the Agency be willing to share this information with vendors?

A.21 The agency expects to award a contract for the services covered by this RFQ to the lowest bidder meeting mandatory requirements. Pricing should represent Fair Market Value for any services quoted.

Q.22 Please provide more detail or sample use cases desired to be supported through mobile information delivery.

A.22 Data dashboards for executive staff.

Q.23 Ideally, to perform analytics and crossmatches, applicable 3rd party and government supporting data is required. Will the Agency make this available, or should the proposed solution also include methodology and costs for obtaining such supplementary data?

A.23 The agency will make cross match data available.

Q.24 Has the Agency seen demonstrations of any solutions prior to RFP release? If so, can you share the vendor's name(s)?

A.24 Yes. Catch Intelligence and SpringML.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.25 Can you please provide the technology stack (tools) of the current system of record (SOR)? Also, please clarify if the current system is in Cloud or on-premises.

A.25 The current system is proprietary and on-premises.

Q.26 How many years of legacy data should be included from the existing system? Please also elaborate on the size of the pertinent data (Tables, Rows, Disk Size).

A.26 2017 Forward, 50 GB and growing

Q.27 Does the Agency have any in house training or OCM capabilities that will be leveraged in support of this project? How much training is desired?

A.27 Initial Training for agency staff and then periodic training as enhancements are implemented.

Q.28 Will the Agency be willing to share success criteria established for this engagement.

A.28 The agency cannot endorse a vendor or share success criteria.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.29 We understand that WV desires to acquire Data Science capabilities to help address current and future fraud challenges. However, it's been our experience that solving certain use cases around identity validation can be more comprehensively addressed by leveraging purpose-built platforms for solving Digital Identity verification in conjunction with analytics. Would WFWV consider inclusion of such a toolset as a part of a comprehensive Data Science solution?

A.29 The agency is pursuing digital identity verification solutions separately.

Q.30 Which key variables is WV currently tracking and using to predict outcomes?

A.30 This will be shared with the successful bidder.

Q.31 With regard to integration with Microsoft Office and Google documents, what does success look like for WV?

A.31 The State of WV utilizes Google workspaces as its office application solution.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.32 With regard to data analytics reporting functionality components, could you let us know how many users need access to those tools?

A.32 Fifteen users

Q.33 Does WV want a fraud scoring system?

A.33 Yes

Q.34 What vendor / provider will be used for authentication?

A.34 This is to be determined.

Q.35 What vendor / provider will be used for multi-factor authentication?

A.35 Data science solution is internal facing only.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.36 Do API's exist to service the integration points between the proposed fraud Will WV provide network intelligence data (e.g. IP address activity) that describes access by external users to the UI system/analytics system and the current benefits system?

A.36 No API's. WV will provide network intelligence data.

Q.37 Are the call center and call center logs in scope for analysis?

A.37 No.

Q.38 Is a real-time or a near-real-time interface anticipated with the UI system?

A.38 No.

Q.39 Which machine techniques and algorithms are currently used in the current environment?

A.39 Proprietary.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.40 What is the data retention policy for claims data and analytics?

A.40 10 years for claims data. Analytics are refreshed weekly.

Q.41 Does WV have existing data sharing agreements with any 3rd parties? If so, can WV share details of those agreements?

A.41 With respect to fraud, there are no data sharing agreements. Other data sharing agreements are out of scope.

Q.42 Does WV have access to third-party data sources such as vital statistics (death, birth) or incarceration data or do they expect the vendor to obtain these data sets?

A.42 WV will provide third-party data.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.43 How many years of legacy data should be migrated to the new system from the existing system? Please also elaborate on the size of data to be migrated (Tables, Rows, Disk Size, and gigabytes).

A.43 2017 forward. This is an extract process developed and maintained by agency technical personnel. Current data store is approximately 50GB.

Q.44 Does WV intend to detect and identify imposter claims, eligibility fraud, payment fraud, and employer fraud?

A.44 Yes to all.

Q.45 Does WV intend to perform crossmatching of for-sale homes or short-term (vacation rentals)?

A.45 No.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.46 Does WV have a list of programmatic methods that are used to detect fraud? If so, what are those needs?

A.46 Yes. Will share with the successful bidder.

Q.47 Our proposed solution consists of integrated third-party tools to deliver some of the features/functionality required in this RFP. Do you only desire to procure a proprietary bundled solution?

A.47 Yes.

Q.48 Can you specify the list of data sources/systems that need to be integrated with the new system? Where those systems are hosted?

A.48 Data sources will be provided by the Agency. Systems are hosted on premises.

Q.49 What is the estimated size of overall data from the data sources (in GBs, TBs)?

A.49 About 50 GB and growing.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.50 Are you okay with a modern ETL solution or do you prefer the vendor proposed system to possess the traditional ETL functionalities?

A.50 Possessing traditional ETL functionality will be necessary to support handling the data extracts from the mainframe, if necessary. However current processes are to extract, move to the ad hoc data warehouse we have in place, and from there to move to the data science datastore.

Q.51 Do you currently have any centralized Data Repository such as a Data Lake or DWH?

A.51 Yes.

Q.52 Do you expect the vendor-proposed software to integrate with a mainframe system?

A.52 No.

Q.53 What case management tool do you desire to integrate with the vendor proposed system?

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

A.53 Undetermined at this time.

Q.54 What is your preferred hosting (on-premises vs cloud)? If cloud, do you own any cloud license (AWS, Azure)?

A.54 On-premises.

Q.55 How many users will need to access the system?

A.55 15 users.

Q.56 What features/functionalities of the proposed system do you expect to access via mobile devices? Briefly explain.

A.56 Information dashboards.

Q.57 Can you specify any two sample use cases that you expect to solve using this software?

A.57 Use cases will be provided with successful bidder.

CRFQ WWV2200000007
Data-Science Fraud Detection
Vendor Questions

Q.58 Do you expect the selected vendor to deploy any on-site resources for providing training?

A.58 No. Necessary infrastructure required for an on-site deployment will be provided through virtual machines.

Q.59 Is this solicitation open to everyone or are there any restrictions to participate?

A.59 In accordance with the Code of State Rules 148 CSR 6.1.7, vendors must be licensed and in good standing with any and all state and local law and requirements, including West Virginia Insurance Commission, Workers' Compensation, and proper registration with the Secretary of State's office, if applicable.

The successful vendor must meet all mandatory requirements shown in a competitive bid solicitation, in this case Section 3.1 through 3.1.4.14

Vendor information can be found at

<https://www.state.wv.us/admin/purchase/vrc/default.html>

Q.60 Do we need to submit the forms (Page: 1, 2, & 3) provided in the RFP along with our proposal response?

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Data-Science Fraud Detection
Vendor Questions

A.60 Yes

Q.61 Have you seen a demo of any relevant products that meets your requirements before preparing/releasing this RFP?

A.61 See response to Question #24.

Q.62 Is the assimilation of additional data sources in the Agency's roadmap. If so, can you provide more detail on the additional data desired?

A.62 Undetermined at this time. Depends on evolving needs over time.

Q.63 For RFQ section 3.1.2.2 Custom Audit Reports, please clarify the type of audit reports you expect to be provided under 3.1.2 Licensing and Maintenance Fees.

A.63 This is related to ad hoc reports that may be requested to assist in responding to Audits by the Department of Labor or State.

Q.64 For RFQ 3.1.1.1.2, please clarify if this requirement refers to 5 test licenses or expound upon what is meant by "5 test cases"

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Data-Science Fraud Detection
Vendor Questions

A.64 These would be test used cases.



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:

Vendor Name : AHEAD

Address : 401 N Michigan Avenue, 34th floor

Street :

City : Chicago

State : IL **Country :** USA **Zip :** 60611

Principal Contact : Matt Athey, Client Director

Vendor Contact Phone: 614-354-5892 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 Toby L Welch
 (304) 558-8802
 toby.l.welch@wv.gov

Vendor Signature X  **FEIN#** 20-8476250 **DATE** 5 April 2022

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				

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				

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.

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				

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

CRFQ 0323WWV2200000007

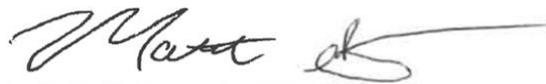
Data Science-Fraud Detection Software & Support

Contact:

Matt Athey, Client Director

614.354.5892

Matt.Athey@AHEAD.com



April 5th, 2022

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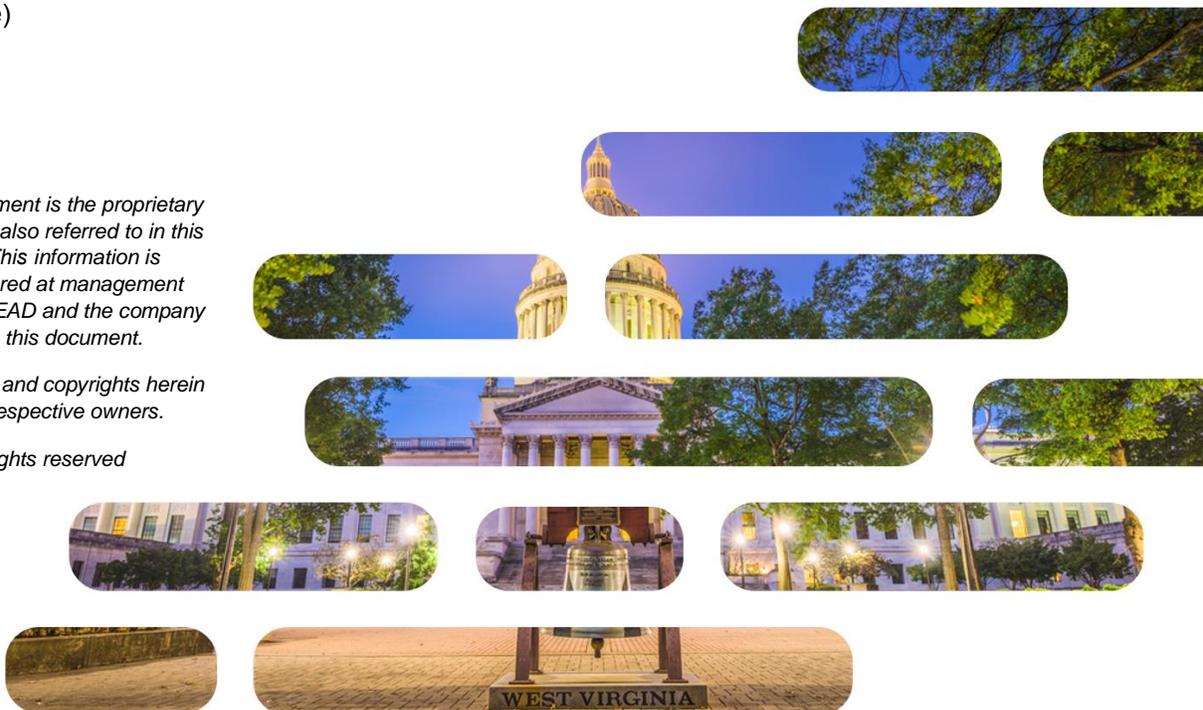


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RFP Response Contact Information

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Office Main Number	513.247.7900

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Company	AHEAD
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Office Main Number	513.247.7900

Data Science-Fraud Detection Software and Support | CRFQ 0323WWV2200000007

1. Executive Summary

The West Virginia Purchasing Division is soliciting bids on behalf of Workforce WV to establish a contract for Business Intelligence (BI), Analytics, and Data Management Software and Tools.

AHEAD has partnered with DataRobot as the platform for our response, because the DataRobot enterprise AI platform accelerates and democratizes data science by automating the end-to-end journey from data to value.

2. Why AHEAD and DataRobot for Workforce WV

2.1. About AHEAD

AHEAD Inc. was established in 2007 and incorporated in Illinois. AHEAD currently employs over 1,300 professionals and continues to grow rapidly.

AHEAD builds platforms for digital businesses. By stitching together advances in cloud infrastructure, software delivery, automation, and analytics. We help clients deliver on the promise of digital transformation.

2.2. About DataRobot

DataRobot was founded in 2012 to democratize access to AI. Today, DataRobot is the AI cloud leader, with a vision to deliver a unified platform for all users, all data types, and all environments to accelerate delivery of AI to production for every organization.

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.

AHEAD Response: We will provide licensing, setup, and configuration for Tableau. Licensing will include 3 Tableau Creator licenses and 12 Tableau Explorer licenses per the question and answer response from the State.

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.

AHEAD Response: DataRobot DataPrep supports Data Quality assessment, specifically the identification of inliers, outliers, and other data quality issues for modeling features. For cleansing and standardization, DataRobot offers Cluster + Edit functionality, which allows SMEs users to more easily standardize typed or user-entered data. DataRobot supports end-to-end data governance through role-based access and permission limitations on data assets, machine learning projects, and deployed models.

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.

AHEAD Response: DataRobot has a proven and market-tested approach to data science. The company was founded in 2012 to define the field of Automated Machine Learning. Data Robot is among the most funded pre-IPO enterprise AI companies in the world today, with \$1 Billion funding from organizations such as Snowflake Ventures, Salesforce, Hewlett Packard Enterprise, Sapphire Ventures, and Intel. DataRobot has consistently been recognized as the leader in Automated Machine Learning, such as the following:

- DataRobot named One of Forbes Most Promising AI Companies in 2020
- DataRobot named the leader in Automated Machine Learning by Forrester in 2019
- DataRobot named the leader in Augmented Analytics two years in a row by Gartner in 2019 and 2020
- DataRobot is positioned in the Leaders category in the 2020 IDC MarketScape for worldwide advanced machine learning software platforms

The DataRobot enterprise platform accelerates and democratizes data science by automating the end-to-end journey from data to value. This allows you to deploy trusted AI applications at scale within your organization. This automation starts at the data prep and feature engineering stages, with Automated Feature Engineering and Reduction across multiple joined datasets. This continues in the model building phase, with a trademark approach in which blueprints containing pre-processing and prediction methods are automatically generated based on key components of each dataset (type of target, type of input features, dataset size, and others). Blueprints are fit to the training data, tested against held-out data for validation, and then iterated and improved both by DataRobot's Autopilot process as well as (optionally) by expert data scientists and SMEs. More detail is provided in 3.1.1.5.

After a model is built it can be easily deployed. For deployed models, DataRobot employs advanced data science capabilities to identify data drift and model accuracy drift and can automatically trigger retraining of a new version of the model to address those problems without any need for user intervention. MLOps can monitor the performance and latency of production models (both DataRobot and non-DataRobot trained models). The model

monitoring offers users an interface that tracks and displays visually: a) the changes in production data distributions for influential factors in order to recommend whether the model needs to be refreshed with more recent data, b) the decrease of performance and accuracy of models over time, and c) the latency, volume and health of prediction requests. And this capability is true regardless of where the model is being executed. This allows users to not only view model performance across the entire organization through a single, centralized dashboard, but also provides centralized model lifecycle management capabilities.

- 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.

AHEAD Response: DataRobot supports feature reduction through both automated and human-driven tools. All models support the calculation of the Feature Impact, which shows how much the performance of the model deteriorates when individual features are removed or obscured. In Autopilot mode, DataRobot will automatically create and test a Reduced Feature List for top-performing models as well as prompt the user to remove redundant features. Users can also use the Feature Association Matrix, Feature Importance, and Feature Impact to reduce the list of modeling features.

- 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.

AHEAD Response: DataRobot incorporates automation at every stage of the machine learning process, from data preparation and feature engineering, model development and iteration, and then eventually deployment, model monitoring, and eventual model retraining.

To begin, automated tools can be used to profile data and assess data quality, create features from linked datasets as well as time features (lags, moving averages, etc.) for forecasting problems. A relevant feature list is generated, reduced, and recommended to the user - this automatically excludes duplicate features, ID columns, and other features not useful for modeling.

DataRobot supports binary, multiclass, and multilabel classification; regression; time series nowcasting and forecasting; and anomaly detection and time series anomaly

detection. In the model iteration stage, DataRobot will automatically proceed through the following steps:

- Perform both pairwise correlations between variables and univariate correlations between each variable and the target variable.
 - The end user has the option to explore – in an intuitive visual interface – correlated variables which will guide them in refining their dataset to improve model accuracy and / or performance.
- Analyzing the distribution of the target variable and the independent variables to determine the most appropriate suite of “blueprints” to run, typically anywhere between 30-40 blueprints
 - A blueprint encapsulates the collected expertise of hundreds of DataRobot’s data scientists (some of whom have been ranked #1 in the world of Kaggle, a global data science competition)
 - Each blueprint contains both data preprocessing steps, i.e., missing value imputation, and at least one machine learning algorithm based on the type of data available
 - These blueprints are dynamically created based on past expertise and the unique nature of the uploaded data: if there is numeric, text and categorical data, a blueprint might include a step to pre-process the free text feature into word vectors, impute any missing values in the numeric features, and encode the categorical variables in numeric form. Then the blueprint would feed that transformed data into a sequence of machine learning algorithms to generate a final result. All of this is done automatically and with no need for manual intervention by the user.
 - The library, or “Repository”, within DataRobot contains hundreds of blueprints that can be chosen based on the problem type.
 - DataRobot employs a unique strategy called “survival of the fittest” to iteratively test and tune the 30-40 blueprints against increasing subsets of

data. This helps DataRobot to rapidly build the most accurate models on large datasets.

- Advanced users are able to run any additional models from the library and can also manually tune any hyper-parameter.
 - Every step in a DataRobot blueprint comes with extensive documentation, including links to the original academic white papers when available.

Here is a partial list of automatic safeguards DataRobot has in place when models are developed.

Missing Values Resilience	All DataRobot models can accommodate missing values, even if trained with no missing values.
Data Quality Assessment	The Data Quality Assessment capability automatically detects and surfaces common data quality issues and, often, handles them with minimal or no action on the part of the user.
New Levels Resilience	All DataRobot models can accommodate new levels not seen before in the training or testing data.
Automated Feature Selection	DataRobot automatically performs extensive feature selection to evaluate the performance difference for a variety of feature lists.
Automated Model Recommendation	Track model-specific deployment latency, throughput, and error rate. DataRobot recommends the best model for your dataset after searching through many candidate models.
Automated Leakage Detection	Once provided a target, DataRobot will highlight and may remove features that are identified as potential target leakage.
Adaptive Training Schedules	DataRobot automatically identifies the optimal training schedule for deep learning models, ensuring more consistent and accurate deep learning model training.

DataRobot will automatically indicate the “best” model, balancing speed against performance. Users can then deploy the model in MLOps. DataRobot provides the ability

for generating predictions through a range of different methods; these can be used interchangeably depending on the business use case, and include:

- Performing batch scoring through drag-and-drop capability in the GUI or through the Python/R clients,
- Downloading the scoring code to execute scoring of predictions outside of the DataRobot platform,
- Scheduled jobs that write back to a Data Connection or a user-facing consumption tool
- Utilizing our flexible production-ready REST APIs endpoints, supporting both real-time and batch scoring scenarios.

3.1.1.6. Project Management

AHEAD Response: AHEAD will provide a Project Manager to oversee the implementation of the solution which will include a project plan, agile stand ups throughout the week, and reporting at the end of every week to show project status, milestones achieved, and any blockers preventing an on-time successful completion.

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

AHEAD Response: We acknowledge that part of the scope of the project that we will perform shall include integration with the mainframe for reporting purposes.

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

AHEAD Response: We will support the integration of the technologies listed into the machine learning and analytics environment.

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.

AHEAD Response: AHEAD will configure and setup Tableau using the Creator and Explorer licenses to satisfy the defined requirements in this section.

3.1.2.2. Custom Audit Reports

AHEAD Response: AHEAD will create Custom Audit Reports to meet the needs of the State.

3.1.2.3. Data Science integration updates as required.

AHEAD Response: DataRobot provides annual updates for their installations in VPC environments. Integrations from DataRobot to other parts of the data or technical stack

can be created and configured by users as needed. DataRobot offers database connections to a variety of common database tools for both data ingest and prediction write-back.

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

AHEAD Response: AHEAD will provide a team of Sr Technical Consultants, AI Engineers, Data Scientists, and a Project Manager to oversee a 4-month level of effort to execute and ensure the success of this project.

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

AHEAD Response: AHEAD will configure and setup Tableau to the reporting, dashboarding, and visualizations required. We will operate in a pair programming mode where an individual from the State will work alongside an individual from AHEAD to provide training and knowledge transfer, so members of the State are able to build and edit reports and dashboards as needed if they desire to do so.

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

AHEAD Response: AHEAD will provide application integration capabilities allowing the State to embed or expose BI functionality into other web-based applications.

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

AHEAD Response: AHEAD will build the front-end BI portal application for the State that is both internal and external facing using Tableau.

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

AHEAD Response: AHEAD will build the scheduling engine as required by the State for viewing, editing, and creating within a secure web-based environment.

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

AHEAD Response: The DataRobot MLOps platform provides ongoing model monitoring capabilities in an easily consumable Deployments dashboard, providing a “single pane of glass” showing the Service Health, Data Drift, and Accuracy of all deployed models on an

ongoing basis. Automated Compliance Documentation can be created for any model built on DataRobot.

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

AHEAD Response: AHEAD acknowledges the requirement and will provide ETL functionality to get data into the AI Library of DataRobot for prep and model creation / training.

- 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.

AHEAD Response: AHEAD will provide integration services to connect and view reports and documents from the listed services.

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

AHEAD Response: The BI capabilities using Tableau support mobile information delivery which AHEAD will setup and configure.

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

AHEAD Response: Data lineage is tracked in the AI Catalog, in the modeling process, and after models are deployed into MLOPs. This supports data security and governance, which reduces friction and speeds up model adoption.

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

AHEAD Response: Acknowledged. The solution AHEAD will build will meet this requirement.

- 3.1.4.11. Data Profiling tools that provide the ability to review the data 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.

AHEAD Response: Upon import of data into DataRobot, the platform will automatically run an "Exploratory Data Analysis" to uncover trends in the data through histograms and descriptive statistics. Features are automatically typed and key information such as cardinality and missing or null % are presented to the user. Some features are removed automatically at this stage - for instance, unique IDs are identified and automatically removed from the set of features available to models. Furthermore, DataRobot will automatically detect low information, duplicate, or target leakage variables which might undermine model accuracy. These built-in guardrails are instrumental when being used by less sophisticated users. For more sophisticated users, DataRobot allows the user to

create custom feature lists and apply mathematical transformations to features such as logs, sqrts, etc.

- 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.

AHEAD Response: DataRobot supports feature reduction through both automated and human-driven tools. All models support the calculation of the Feature Impact, which shows how much the performance of the model deteriorates when individual features are removed or obscured. In Autopilot mode, DataRobot will automatically create and test a Reduced Feature List for top-performing models as well as prompt the user to remove redundant features. Users can also use the Feature Association Matrix, Feature Importance, and Feature Impact to reduce the list of modeling features.

- 3.1.4.13. **Predictive Model management and automated model optimization.**

AHEAD Response: During model development, DataRobot automates model optimization through a variety of methods. The Autopilot “survival of the fittest” process detailed in 3.1.1.5 describes how blueprints are developed dynamically and automatically in response to the user-provided data, and then fit and tested on holdout data to ensure that the most performant models are automatically suggested to the user. DataRobot also engages in Automated Leakage Detection to remove “leakage” (problematic features), automated feature selection and reduction. For neural networks, DataRobot automatically identifies the optimal training schedule for deep learning models, ensuring more consistent and accurate deep learning model training.

During the model management phase, DataRobot’s MLOps platform provides a comprehensive picture of all models deployed in production, including both DataRobot models and custom inference models developed by other tools and deployed on DataRobot. Service Health, Data Drift, Accuracy, and key indicators around Bias and Fairness are automatically tracked. DataRobot also supports a Champion and Challenger framework, in which incoming data is scored against up to four “challenger” models. If the performance of a Challenger model begins to regularly outperform the “champion” (the model currently in use), the models can be set to automatically swap to ensure the model in production remains as accurate as possible. That change is documented for governance and data lineage purposes.

- 3.1.4.14. **Provide on-going annual support.**

AHEAD Response: DataRobot fully warrants its product. In addition, DataRobot offers 24x7 Sev1 break/fix support. Resources will be available globally 24x7 until a resolution or workaround is in place. All other Severity levels are supported Monday through Friday during normal Business Hours. DataRobot’s support offices are located strategically around the world, including locations in India, Singapore, Japan, Kyiv, and Boston, allowing us to provide “follow the sun” support. Hours of operation for each location are based on local standards.

DataRobot will use commercially reasonable efforts, commensurate with the severity of the error, to correct any malfunction, defect or non-conformity (“Error”) in the operation of the Software so that it will substantially perform in accordance with the product

documentation. The customer shall conduct reasonable and adequate research with respect to any claimed Error or related issue prior to contacting DataRobot for assistance. Customer and DataRobot will work together to resolve requests for information,

SEVERITY	INITIAL RESPONSE TARGET	UPDATE FREQUENCY TARGET
Severity 1	Within 1 hour	Continuous effort with written updates every 4 hours
Severity 2	Within 2 Business Hours	Updated every Business Day
Severity 3	Within 8 Business Hours	Updated every 3 Business Days
Severity 4	Within 2 Business Days	N/A, feature request

documentation, technical assistance and other assistance regarding any such Error. Each reported Error will be logged and tracked by DataRobot and will remain open until the issue is resolved. The customer may designate the priority level when submitting an Error, however, DataRobot reserves the right to adjust priority in its reasonable discretion. Any support for Upgrade(s) will be designated as a Severity 3.

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.

AHEAD Response: Our professional services will include the following:

- AI Workshops will help to overcome many of the common challenges that stop AI projects from being successful, such as not knowing where to apply AI in the first place or an inability to execute effective change management approaches that ensures successful adoption of machine learning insights into business decision processes.
- Data Science Execution and AI Solution Delivery will provide the regular guidance and hands-on work required to ensure machine learning projects are executed and deployed successfully.
- Technical AI Enablement from data scientists will ensure that key technical staff are enabled in the DataRobot platform and develop skills in machine learning development and execution.
- Foundational & Advanced AI Platform Education delivered via DataRobot University that will ensure your SMEs and end users of DataRobot are fully equipped with all the best practices to use DataRobot in the most productive and valuable ways.