**West Virginia Purchasing Division**

2019 Washington Street, East
Charleston, WV 25305
Telephone: 304-558-2306
General Fax: 304-558-6026
Bid Fax: 304-558-3970

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.

Welcome, Robert M Ross

**Solicitation Response(SR)** Dept: 0947 ID: ESR03102200000005528 Ver.: 1 Function: New Phase: Final | Modified by batch , 03/10/2022

## Header 3

List View

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

**Procurement Folder:** 999687

**Procurement Type:** Central Contract - Fixed Amt

**Vendor ID:** 000000219122

**Legal Name:** POMEROY IT SOLUTIONS SALES CO INC

**Alias/DBA:** GETRONICS

**Total Bid:** $309,747.00

**Response Date:** 03/10/2022

**Response Time:** 10:56

**Responded By User ID:** JWillett

**First Name:** Gerard

**Last Name:** Willett

**Email:** gerard.willett@pomeroy.c

**Phone:** 5132252352

**SO Doc Code:** CRFQ

**SO Dept:** 0947

**SO Doc ID:** ERP2200000003

**Published Date:** 3/4/22

**Close Date:** 3/10/22

**Close Time:** 13:30

**Status:** Closed

**Solicitation Description:** Ransomware Detection and Monitoring Software

**Total of Header Attachments:** 3

**Total of All Attachments:** 3

| **Proc Folder:** | 999687 |
| --- | --- |
| **Solicitation Description:** | Ransomware Detection and Monitoring Software |
| **Proc Type:** | Central Contract - Fixed Amt |

| Solicitation Closes | Solicitation Response | Version |
| --- | --- | --- |
| 2022-03-10 13:30 | SR 0947 ESR03102200000005528 | 1 |

| **VENDOR** |
| --- |
| 000000219122<br>POMEROY IT SOLUTIONS SALES CO INC |

| **Solicitation Number:** | CRFQ 0947 ERP2200000003 | | | | |
| --- | --- | --- | --- | --- | --- |
| **Total Bid:** | 309747 | **Response Date:** | 2022-03-10 | **Response Time:** | 10:56:43 |
| **Comments:** | | | | | |

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

**Vendor**
**Signature X**        **FEIN#**        **DATE**

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

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 1 | Ransomware Detection and Monitoring Software | | | | 304664.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 43232801 | | | |

**Commodity Line Comments:**

**Extended Description:**

Section 4.1.1
Exact specifications can be found on the attached specifications sheet. *Vendors must submit Exhibit A Pricing page with their bids

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 2 | Ransomware Detection and Monitoring Software Installation | | | | 5083.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 81111809 | | | |

**Commodity Line Comments:**

**Extended Description:**

Section 4.1.2
Exact specifications can be found on the attached specifications sheet.
. *Vendors must submit Exhibit A Pricing page with their bids

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 3 | Ransomware Detection and Monitoring Support Services | | | | 0.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 81112200 | | | |

**Commodity Line Comments:**

**Extended Description:**

Section 4.1.3
Exact specifications can be found on the attached specifications sheet.
. *Vendors must submit Exhibit A Pricing page with their bids

| **Proc Folder:** | 999687 | **Reason for Modification:** |
|---|---|---|
| **Doc Description:** | Ransomware Detection and Monitoring Software | Addendum No 2 is issued to publish questions and answers |
| **Proc Type:** | Central Contract - Fixed Amt | |

| Date Issued | Solicitation Closes | Solicitation No | | Version |
|---|---|---|---|---|
| 2022-03-04 | 2022-03-10    13:30 | CRFQ    0947    ERP2200000003 | | 3 |

## BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON       WV      25305

US

## VENDOR

**Vendor Customer Code:**   VC0000098899

**Vendor Name :**  Pomeroy Technologies Inc.

 **Address :**  1020 Petersburg Rd

 **Street :**

 **City :**  Hebron

 **State :**   KY            **Country :** US                    **Zip :** 41048

**Principal Contact :** Kelly Helminiak

**Vendor Contact Phone:**   859-657-2091              **Extension:**

**FOR INFORMATION CONTACT THE BUYER**

Toby L Welch

(304) 558-8802

toby.l.welch@wv.gov

**Vendor Signature X**   *Gerard Willett*              **FEIN#** 85-0862996              **DATE** 3/10/2022

**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 publish a copy of vendor's questions and responses as attached.

--no other changes--

| INVOICE TO | SHIP TO |
|---|---|
| ENTERPRISE RESOURCE PLANNING BOARD<br>1007 BULLITT STREET<br>SUITE 400<br>CHARLESTON    WV<br>US | ENTERPRISE RESOURCE PLANNING BOARD<br>1007 BULLITT STREET<br>SUITE 400<br>CHARLESTON    WV<br>US |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|---|---|---|---|---|---|
| 1 | Ransomware Detection and Monitoring Software | 1 | 1/YEAR | | $304,674.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 43232801 | Netapp | Cloud Insights Sub,PRM,ED,12-12mo,MHT,OE | CE-SUBS-PRM 12-23 M |

**Extended Description:**
Section 4.1.1
Exact specifications can be found on the attached specifications sheet. *Vendors must submit Exhibit A Pricing page with their bids

| INVOICE TO | SHIP TO |
|---|---|
| ENTERPRISE RESOURCE PLANNING BOARD<br>1007 BULLITT STREET<br>SUITE 400<br>CHARLESTON    WV<br>US | ENTERPRISE RESOURCE PLANNING BOARD<br>1007 BULLITT STREET<br>SUITE 400<br>CHARLESTON    WV<br>US |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|---|---|---|---|---|---|
| 2 | Ransomware Detection and Monitoring Software Installation | 1 | 1/YEAR | | $5,083.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 81111809 | Netapp | Support Edge Advisor,CS-G3-SE-ADVISOR-L1 | CS-GE-SE-Advisor-L1 |

**Extended Description:**
Section 4.1.2
Exact specifications can be found on the attached specifications sheet.
. *Vendors must submit Exhibit A Pricing page with their bids

| | INVOICE TO | | SHIP TO | | |
|---|---|---|---|---|---|

| INVOICE TO | SHIP TO |
|---|---|
| ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON          WV US | ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON          WV US |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|---|---|---|---|---|---|
| 3 | Ransomware Detection and Monitoring Support Services | 1 | 1/YEAR | | $0.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 81112200 | Netapp | Cloud-Insights-Flex-SUBS | Cloud-Insights-Flex-SUBS |

**Extended Description:**

Section 4.1.3
Exact specifications can be found on the attached specifications sheet.
. *Vendors must submit Exhibit A Pricing page with their bids

## SCHEDULE OF EVENTS

| Line | Event | Event Date |
|---|---|---|
| 1 | Questions are due by 4:00 p.m. | 2022-03-02 |

| | Document Phase | Document Description | Page 4 |
|---|---|---|---|
| ERP2200000003 | Final | Ransomware Detection and Monitoring Software | |

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**EXHIBIT A - PRICING PAGE - Server Monitoring Software**

|  | Product Description | Initial 3-year term | Year 4 | Year 5 | Year 6 | Ext Price |
|---|---|---|---|---|---|---|
| 4.1.1 | Ransomware Detection and Monitoring Software | $152,337.00 | $50,779.00 | $50,779.00 | $50,779.00 | $304,674.00 |
| 4.1.2 | Ransomware Detection and Monitoring Software Installation | $5,083.00 | $0.00 | $0.00 | $0.00 | $5,083.00 |
| 4.1.3 | Ransomware Detection and Monitoring Software Support | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |

**Total Price:** **$309,757**

Pomeroy Technologies
1020 Petersburg Rd
Hebron, KY 40148

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

State of West Virginia,

Thank you for the opportunity to present this proposal as a solution to your request for information technology (specifically "Ransomware Detection and Monitoring Software"). Pomeroy has used its internal resources to obtain and review your solicitation and feels the utmost confidence in our ability to meet the stated requirements.

Based on the well-formed and articulated mandatory requirements as shared, the understanding between Pomeroy and West Virginia is a need for Ransomware Detection and Monitoring Software that will integrate seamlessly with existing NetApp SAN solutions currently in production, and the software must be a cloud-based SaaS (Software as a Service) without requiring management of upgrades nor patches. Beyond those two base requirements, the remaining components all assemble a perfect image as to what is being sought for.

The solution Pomeroy considered most fit and in alignment, and exclusively to carry out the above is NetApp's OnCommand Insight(OCI) . It's a solution that brings actionable knowledge now. OCI is designed for multi-vendor monitoring from a single pane of glass, ensuring SLAs met, and impacting the reduction of IT spend; as well as meeting sub requirements as described.



**Why NetApp?** With NetApp ONTAP data management software, you have detection capabilities built in. Onbox workload and data entropy monitoring, along with alerts about unexpected changes in Snapshot reserve size or storage efficiency, can all help detect a possible ransomware attack. With Cloud Insights' ability to detect user behavior anomalies, combined with ONTAP intelligence, you can identify bad actors and abnormal storage behavior. Active IQ will help identify the best practices in your environment to ensure the best possible outcome.

Pomeroy is excited and passionate about aiding the state of West Virginia to modernize and protect the digital footprint of this solution. We look forward to working together as a strategic partnership to ensure both short and long term success.

Thank you for the opportunity to bid and the review of our solution.

Jerry Willett
Account Director
Pomeroy Technologies