



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 @ 1

List View

- General Information**
- Contact
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- Discount
- Document Information
- Clarification Request

Procurement Folder: 1237581
 Procurement Type: Central Master Agreement
 Vendor ID: 000000195808
 Legal Name: CARAHSOFT TECHNOLOGY CORP
 Alias/DBA:
 Total Bid: \$0.00
 Response Date: 06/23/2023
 Response Time: 16:48
 Responded By User ID: carahsoft
 First Name: Grier
 Last Name: Eagan
 Email: Sales@carahsoft.com
 Phone: 703-871-8500

SO Doc Code: CRFQ
 SO Dept: 0803
 SO Doc ID: DOT2300000148
 Published Date: 6/21/23
 Close Date: 6/28/23
 Close Time: 13:30
 Status: Closed
 Solicitation Description: ADDENDUM NO_1 DIGITAL SIGNATURE TRANSACTION MANAGEMENT
 Total of Header Attachments: 1
 Total of All Attachments: 1



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

**State of West Virginia
 Solicitation Response**

Proc Folder: 1237581
Solicitation Description: ADDENDUM NO_1 DIGITAL SIGNATURE TRANSACTION MANAGEMENT
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2023-06-28 13:30	SR 0803 ESR06232300000006531	1

VENDOR
 000000195808
 CARAHSOFT TECHNOLOGY CORP

Solicitation Number: CRFQ 0803 DOT2300000148
Total Bid: 0
Response Date: 2023-06-23
Response Time: 16:48:57
Comments:

FOR INFORMATION CONTACT THE BUYER

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

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

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	DIGITAL SIGN TRANSACTION MGT & E-SIGN SOFTWARE	0.00000	EA	1572464.320000	0.00

Comm Code	Manufacturer	Specification	Model #
81112217			

Commodity Line Comments: There have been some changes from the exhibit page that was sent to us please feel free to reach out if you have any questions.

Extended Description:

DIGITAL SIGN TRANSACTION MGT & E-SIGN SOFTWARE

EXHIBIT A - PRICING PAGE

WVDOT - Digital Signature and Digital Transaction Management									
LOCATION: BUILDING 5, ROOM A-720, CHARLESTON, WV 25305									
				Unit Cost					
Contract Item Number	Description	Unit of Measure	Estimated Quantity*	Year One	Optional - Year Two	Optional - Year Three	Optional - Year Four	Optional - Year Five	Extended Cost
Existing Licenses									
3.1.6.1	DocuSign eSignature Enterprise Pro w/100 Transactions or equal	EA	48	\$744.93	\$782.18	\$821.29	\$878.78	\$940.29	\$200,038.56
3.1.20.3	Reinstatement Fee per Specification 3.1.20.3**	LS	1						\$0.00
3.1.6.2	DocuSign Enterprise Premier Support or equal	EA	1	\$7,866.46	\$8,259.36	\$8,672.64	\$9,279.84	\$9,929.28	\$44,007.58
New Licenses									
3.1.6.1.6	New Licenses - DocuSign Enterprise Premier Support or equal	EA	10	\$642.63	\$674.80	\$708.54	\$758.14	\$811.20	\$35,953.10
3.1.6.1.6.1	New Licenses - DocuSign Enterprise Premier Support or equal	EA	10	\$136.32	\$143.14	\$150.28	\$160.81	\$172.06	\$7,626.10
3.1.6.2.1	DocuSign Contract Lifecycle Management (CLM) Full Users or equal	EA	1	\$11,368.40	\$11,966.74	\$12,533.70	\$13,160.40	\$13,818.40	\$62,847.64
3.1.6.2.2	DocuSign Contract Lifecycle Management Standard Users	EA	1	\$30,063.15	\$28,744.95	\$31,566.32	\$33,061.70	\$34,714.75	\$158,150.87
3.1.6.2.3	DocuSign Contract Lifecycle Management User Acceptance Testinf (UAT) or equal	EA	1	\$7,872.00	\$14,571.79	\$15,008.95	\$15,459.21	\$15,922.99	\$68,834.94
3.1.6.3	DocuSign eSignature 5000 Envelopes + support or equal	EA	1	\$30,526.32	\$39,678.95	\$41,662.89	\$44,579.29	\$47,699.85	\$204,147.30
3.1.6.4	DocuSign eSignature 10,000 Envelopes + support or equal	EA	1	\$58,631.58	\$75,157.89	\$78,915.79	\$84,439.89	\$90,350.68	\$387,495.83
Services									
3.1.19	Remote Professional Services (hourly rate)	EA	20	\$3,500.00	\$3,863.16	\$4,061.84	\$4,264.94	\$4,478.18	\$403,362.40
							TOTAL AMOUNT OF BID →	\$1,572,464.32	

* The estimated purchase volume for new licenses represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

**Vendor shall include a lump sum reinstatement fee for the forty-eight (48) agency owned DocuSign eSignature Enterprise Pro with 100 Transactions licenses that expired on 04/08/2023.

***Optional Renewals- Year Two through Year Five may be renewed by Change Order upon mutual agreement between the Vendor and Agency.

Government - Price Quotation



DocuSign Government at Carahsoft



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 Phone (703) 871-8500 | Fax (703) 871-8505 | Toll Free (888) 662-2724
 www.carahsoft.com | sales@carahsoft.com

TO: Sandi Keller
 West Virginia Department of Transportation
 1900 Kanawha Blvd E.
 Charleston, WV 25305 USA

FROM: Kimberly Barrera
 DocuSign Government at Carahsoft
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: sandra.f.keller@wv.gov

EMAIL: Kimberly.Barrera@carahsoft.com

PHONE:

PHONE: (571) 662-3450

FAX: (703) 871-8505

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO:	38435017
QUOTE DATE:	04/04/2023
QUOTE EXPIRES:	06/30/2023
RFQ NO:	
SHIPPING:	ESD
TOTAL PRICE:	\$294,568.60
WV Fee	\$20,619.80
TOTAL QUOTE:	\$315,188.40

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
2023 RENEWAL						
1	APT-0487	DocuSign Enterprise Pro for Gov - Seats DocuSign, Inc. - APT-0487 Start Date: 07/01/2023 End Date: 08/31/2024	\$744.93	OM	48	\$35,756.64
2	APT-0148	Enterprise Premier Support 22% of Recurring Fees (22% of List Price per \$100 of List License Fees) DocuSign, Inc. - APT-0148 Start Date: 07/01/2023 End Date: 08/31/2024	\$7,866.46	OM	1	\$7,866.46
3	APT-0148-2	Enterprise Premier Support 22% of Recurring Fees (22% of List Price per \$100 of List License Fees) DocuSign, Inc. - APT-0148 Start Date: 07/01/2023 End Date: 08/31/2024	\$10,938.12	OM	1	\$10,938.12
2023 RENEWAL SUBTOTAL:						\$54,561.22
NEW LICENSES						
4	APT-0666	DocuSign CLM for Gov - Standard User - Seat Sub. DocuSign, Inc. - APT-0666 Start Date: 07/01/2023 End Date: 08/31/2024	\$858.95	OM	35	\$30,063.25
5	APT-0663	DocuSign CLM for Gov - Full User - Seat Subs. DocuSign, Inc. - APT-0663 Start Date: 07/01/2023 End Date: 08/31/2024	\$1,136.84	OM	10	\$11,368.40
6	APT-0668	DocuSign CLM for Gov UAT Sandbox 20% of Net Price DocuSign, Inc. - APT-0668 Start Date: 07/01/2023 End Date: 08/31/2024	\$8,286.32	OM	1	\$8,286.32

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LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE		QTY	EXTENDED PRICE
7	APT-0061	Installation/Implementation/Customization - Per hour Includes 254 Hours DocuSign, Inc. - APT-0061 Start Date: 07/01/2023 End Date: 08/31/2024	\$73,684.21	OM	1	\$73,684.21
8	APT-0393	DocuSign Enterprise Pro for Gov - Env DocuSign, Inc. - APT-0393 Start Date: 07/01/2023 End Date: 08/31/2024	\$6.11	OM	5000	\$30,550.00
9	APT-0148	Enterprise Premier Support 22% of Recurring Fees (22% of List Price per \$100 of List License Fees) Premier Support for 5000 Envelopes (Line 8) DocuSign, Inc. - APT-0148 Start Date: 07/01/2023 End Date: 08/31/2024	\$6,715.79	OM	1	\$6,715.79
10	APT-0393	DocuSign Enterprise Pro for Gov - Env DocuSign, Inc. - APT-0393 Start Date: 07/01/2023 End Date: 08/31/2024	\$5.86	OM	10000	\$58,600.00
11	APT-0148	Enterprise Premier Support 22% of Recurring Fees (22% of List Price per \$100 of List License Fees) DocuSign, Inc. - APT-0148 Start Date: 07/01/2023 End Date: 08/31/2024	\$12,898.95	OM	1	\$12,898.95
12	APT-0487	DocuSign Enterprise Pro for Gov - Seats DocuSign, Inc. - APT-0487 Start Date: 07/01/2023 End Date: 08/31/2024	\$642.66	OM	10	\$6,426.60
13	APT-0148-2	Enterprise Premier Support 22% of Recurring Fees (22% of List Price per \$100 of List License Fees) Premier Support for 10 Seats (Line 12) DocuSign, Inc. - APT-0148 Start Date: 07/01/2023 End Date: 08/31/2024	\$1,413.86	OM	1	\$1,413.86
NEW LICENSES SUBTOTAL:						\$240,007.38
SUBTOTAL:						\$294,568.60
TOTAL PRICE:						\$294,568.60
WV Fee:						\$20,619.80
TOTAL QUOTE:						\$315,188.40

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LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
		Product Details eSignature Seat Allowance: 10 eSignature Envelope Allowance: 1000			
		Terms & Conditions Licensee agrees that any order for DocuSign will be governed by the terms and conditions of the Carahsoft DocuSign Service Agreement copies of which are found at https://static.carahsoft.com/concrete/files/2616/5962/5258/DocuSign_Master_Services_Agreement_fo_Public_Sector.pdf and all Schedules and Documentation referenced by the Terms are made a part hereof. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Quotes) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Quotes (and their Contract Vehicle), (2) the TOU, and (3) the Documentation. Licensee acknowledges it has had the opportunity to review the Terms, prior to executing an order			
		Quote Terms for Lines 1 - 6 Product Details eSignature Seat Allowance: 48 eSignature Envelope Allowance: 5,600			
		Option Years: YR2 eSignature Enterprise Pro - \$782.17 Enterprise Premier Support - \$172.07 CLM Full Seat - \$1,193.68 CLM Standard Users - \$901.89 CLM UAT - \$14,571.79 YR3 eSignature Enterprise Pro - \$780.22 Enterprise Premier Support - \$171.65 CLM Full Seat - \$1,190.70 CLM Standard Users - \$899.64 CLM UAT - \$14,258.50 YR4 eSignature Enterprise Pro - \$878.77 Enterprise Premier Support - \$193.33 CLM - Full Seat - \$1,316.04 CLM - Standard Users - \$994.34 CLM UAT - \$15,459.21 YR5 eSignature Enterprise Pro - \$940.28 Enterprise Premier Support - \$206.86 CLM - Full Seat - \$1,381.84 CLM - Standard Users - \$1,044.05 CLM UAT - \$15,922.99			
		Both parties hereby agree that the following Subscription(s), identified by their Subscription # and Order Start Date, will be terminated upon the Order Start Date of this Order Form: April 09, 2022: Subscription # SUB-27498 (Q-00691738) No credit will be provided for the above Subscription #(s).			
		Quote Terms for Line 7 Option Years: YR2 Professional Services - \$77,263.16 YR3 Professional Services - \$81,236.84 YR4 Professional Services - \$85,298.68 YR5 Professional Services - \$89,563.62			
		If the service needs to be extended, a Change Order defining the new services End Date must be signed before the original Order End Date has been reached. The new Order End Date cannot exceed six months from the originally contracted Order End Date identified on the Order Form. If the Professional Service is sold on the same Order Form as the subscription,			

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LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
		the Project End Date cannot exceed the subscription End Date. The service can only be extended one time. Any further need to retain project resources will require a new contract.				

		Quote Terms for Lines 8 and 9 Overage/Usage Fees eSignature Enterprise Pro for Gov - Env (Per Transaction): \$9.89				
		Both parties hereby agree that the following Subscription(s), identified by their Subscription # and Order Start Date, will be terminated upon the Order Start Date of this Order Form: April 09, 2022: Subscription # SUB-27498 (Q-00691738) No credit will be provided for the above Subscription #(s). YR2 eSignature Enterprise Pro + Support - \$39,678.95 YR3 eSignature Enterprise Pro + Support - \$41,662.89 YR4 eSignature Enterprise Pro + Support - \$44,579.29 YR5 eSignature Enterprise Pro + Support - \$47,699.85				

		Quote Terms for Lines 10 and 11 Overage/Usage Fees eSignature Enterprise Pro for Gov - Env (Per Transaction): \$9.89				
		YR2 eSignature Enterprise Pro + Support - \$75,157.89 YR3 eSignature Enterprise Pro + Support - \$78,915.79 YR4 eSignature Enterprise Pro + Support - \$84,439.89 YR5 eSignature Enterprise Pro + Support - \$90,350.68				

		Quote Terms for Lines 12 and 13 Overage/Usage Fees eSignature Enterprise Pro for Gov - Env (Per Transaction): \$9.89				
		eSignature Seat Allowance: 10 eSignature Envelope Allowance: 1,167				
		Both parties hereby agree that the following Subscription(s), identified by their Subscription # and Order Start Date, will be terminated upon the Order Start Date of this Order Form: April 09, 2022: Subscription # SUB-27498 (Q-00691738) No credit will be provided for the above Subscription #(s). YR2 eSignature Enterprise Pro - \$674.80 Enterprise Premier Support - \$143.14 YR3 eSignature Enterprise Pro - \$708.54 Enterprise Premier Support - \$150.28 YR4 eSignature Enterprise Pro - \$758.14 Enterprise Premier Support - \$160.81 YR5 eSignature Enterprise Pro - \$811.20 Enterprise Premier Support - \$172.06				