



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](http://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](http://WVPurchasing.gov) with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 2

List View

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

Procurement Folder: 1237581

Procurement Type: Central Master Agreement

Vendor ID:

Legal Name: CONGA

Alias/DBA:

Total Bid: \$0.00

Response Date:

Response Time:

Responded By User ID:

First Name:

Last Name:

Email:

Phone:

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:

Total of Header Attachments: 2

Total of All Attachments: 2



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 ESR06262300000006548	1

**VENDOR**  
 VC0000110911  
 CONGA

**Solicitation Number:** CRFQ 0803 DOT2300000148  
**Total Bid:** 0  
**Response Date:** 2023-06-26  
**Response Time:** 10:53:03  
**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	1.560000	0.00

Comm Code	Manufacturer	Specification	Model #
81112217			

**Commodity Line Comments:**

**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**

Contract Item Number	Description	Unit of Measure	Estimated Quantity*	Unit Cost					Extended Cost
				Year One	Optional - Year Two	Optional - Year Three	Optional - Year Four	Optional - Year Five	
<b>Existing Licenses</b>									
3.1.6.1	DocuSign eSignature Enterprise Pro w/100 Transactions or equal	EA	48	\$156.00					\$7,488.00
3.1.20.3	Reinstatement Fee per Specification 3.1.20.3**	LS	1	\$0.00					\$0.00
3.1.6.2	DocuSign Enterprise Premier Support or equal	EA	1	\$1,200.00					\$1,200.00
<b>New Licenses</b>									
3.1.6.1.6	New Licenses - DocuSign Enterprise Premier Support or equal	EA	10	\$130.00					\$1,300.00
3.1.6.1.6.1	New Licenses - DocuSign Enterprise Premier Support or equal	EA	10	\$0.00					\$0.00
3.16.2.1	DocuSign Contract Lifecycle Management (CLM) Full Users or equal	EA	1	\$900.00					\$900.00
3.1.6.2.2	DocuSign Contract Lifecycle Management Standard Users	EA	1	\$480.00					\$480.00
3.1.6.2.3	DocuSign Contract Lifecycle Management User Acceptance Testinf (UAT) or equal	EA	1	5% of Total License Spend					#VALUE!
3.1.6.3	DocuSign eSignature 5000 Envelopes + support or equal	EA	1	\$8,128.00					\$8,128.00
3.1.6.4	DocuSign eSignature 10,000 Envelopes + support or equal	EA	1	\$14,169.00					\$14,169.00
<b>Services</b>									
3.1.19	Remote Professional Services (hourly rate)	EA	20	\$300.00					\$6,000.00
							<b>TOTAL AMOUNT OF BID →</b>	<b>#VALUE!</b>	

\* 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.

\_\_\_\_\_  
Charles Fry  
Vendor Signature

# Conga Sign for West Virginia Department of Transportation



*West Virginia*

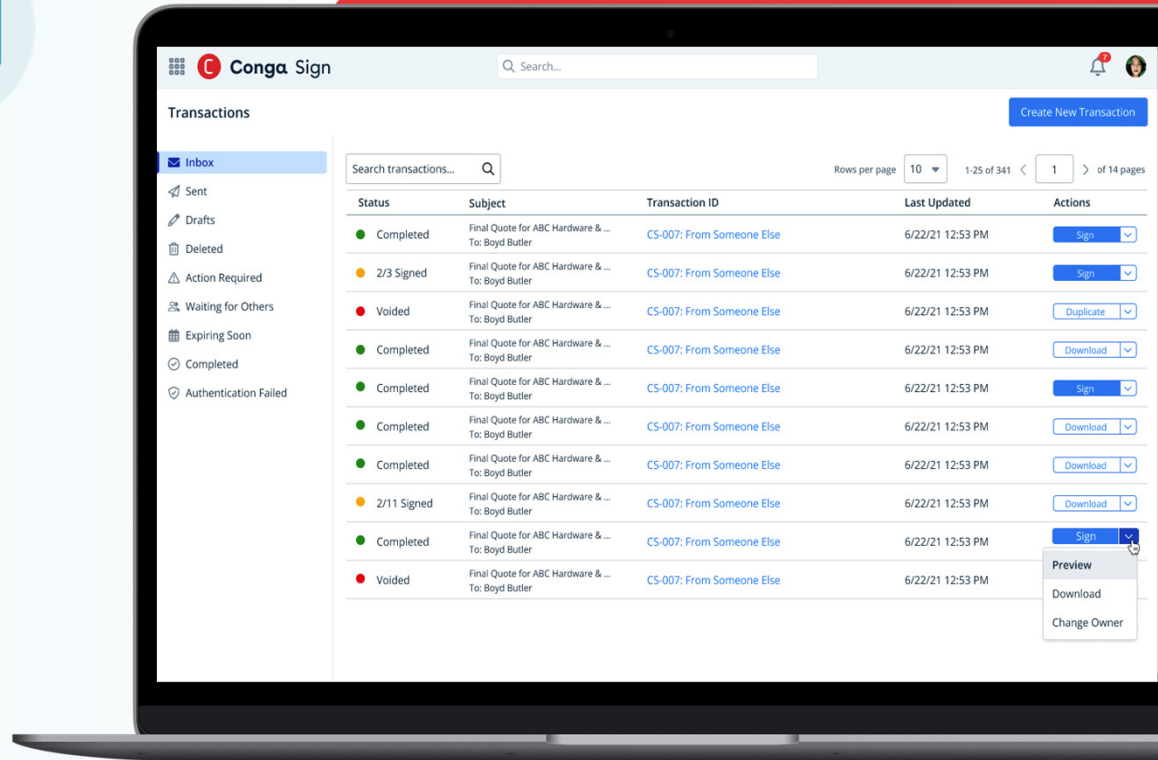
**Department of Transportation**



# Conga Sign

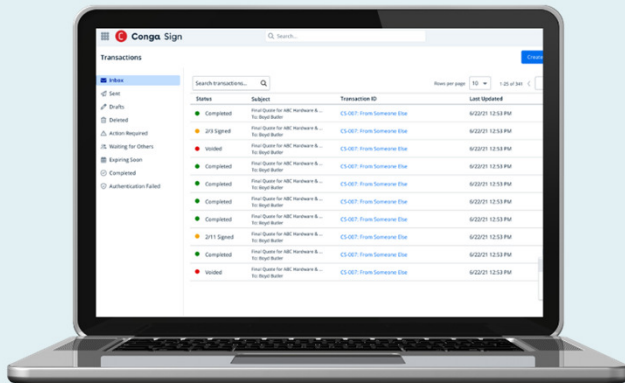
Conga Sign is a compliant, secure, and enterprise-grade signature solution that allows you to capture the essential signatures you need.

With open API, web applications, and Salesforce packages, Conga Sign can be used and deployed in a wide variety of ways to collect your needed signatures.





# Conga Sign deployment methods



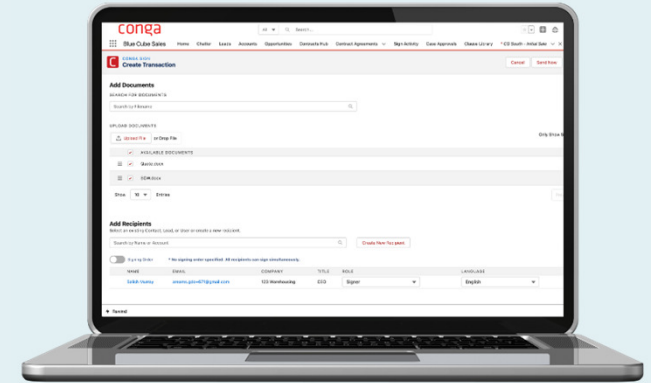
## Conga Sign Web App

Login and send and sign documents with any data in our web-based application



## Conga Sign API

Embed Conga Sign into your custom website, portal, application, and more



## Conga Sign Connectors

Utilize pre-built connectors to embed into select CRMs, ERPs, and apps



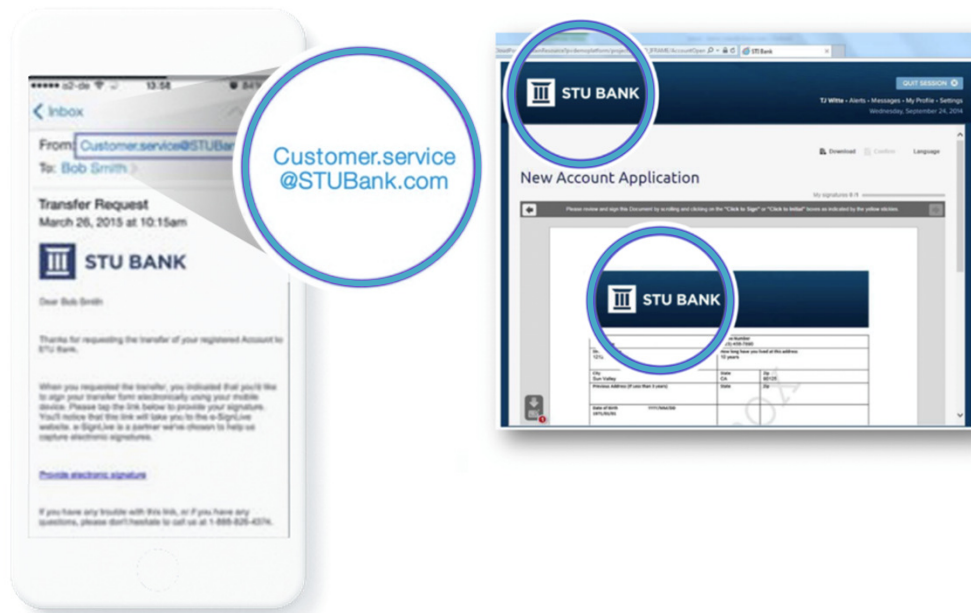
# Protect your digital agreements



Conga Sign supports several signing authentication options, including:

- Email authentication
- SMS One Time Password (OTP)
- Secret question challenge
- Knowledge-based authentication (KBA)
- Login credentials (including SSO)
- Government ID check
- Biometric comparison

# Custom branding and white labeling



## Interface

Customers only see your brand in all web & mobile interfaces



## Emails

All notifications and emails sent using your own secure servers



## Your brand

Ensures a seamless customer experience and builds trust

# Conga Sign Pricing

## Existing Licenses

- 4,800 Annual Conga Sign Envelopes:
  - Unlimited # of individual users
  - Envelope Cost- \$7,488
  - Support Cost- \$1,200

## New Licenses

- 1,000 Annual Conga Sign Envelopes
  - Unlimited # of individual users
  - Envelope cost- \$1,300
  - No additional support costs
- 5,000 Annual Conga Sign Envelopes
  - Unlimited Users
  - Envelope Cost- \$7,800
  - Additional Support Cost- \$328.80
- 10,000 Annual Conga Sign Envelopes
  - Unlimited Users
  - Envelope Cost- \$13,291
  - Additional Support- \$878

**\*Any 2+ year term will result in the first year of Conga Sign Transaction Costs being waived.**

The background features a repeating pattern of light blue, rounded rectangular shapes that resemble stylized 'C' or 'G' characters. These shapes are set against a white background and are partially overlapped by red triangular shapes at the corners, creating a dynamic, geometric composition.

**Why Conga?**

# Partnering with industry leaders



Conga has partnered with OneSpan, an industry-leading eSignature vendor with deep expertise in financial services and wealth management, in a strategic partnership that enables Conga to utilize OneSpan's eSignature technology throughout our revenue lifecycle solution.



Enterprise Leader

"Global, Full-Service Enterprise Electronic and Digital Signature Platform" alongside DocuSign

2020 MARKET GUIDE FOR ELECTRONIC SIGNATURE



"Clear Market Leader"

"Digital Transformation Platform"  
"Regulated industries and demanding B2C environments are [OneSpan Sign]'s sweet spots."

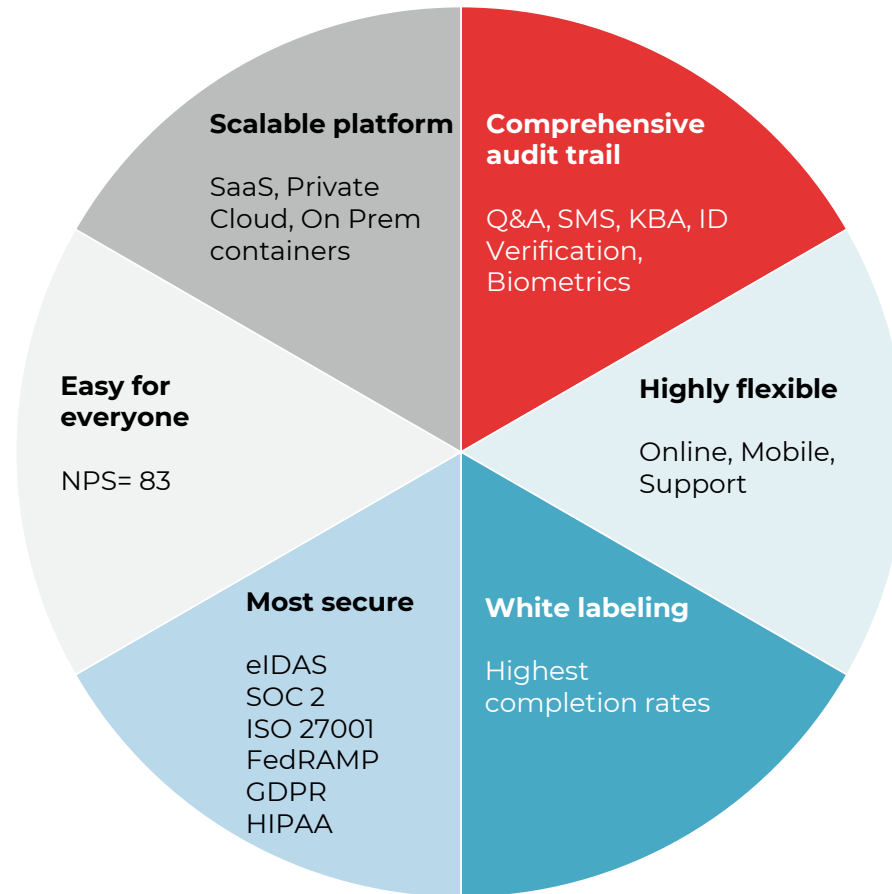
OneSpan is trusted by some of the world's top organizations in regulated markets







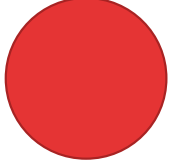
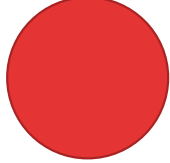
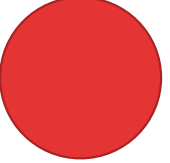



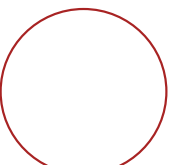
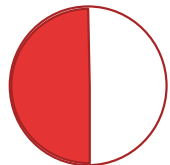





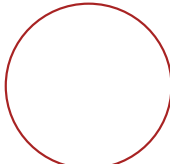
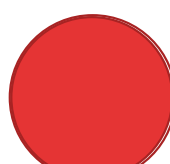

# Top Global Brands Running on This Solution

BANKING	OTHER FINANCIAL SERVICES	INSURANCE	GOVERNMENT	HEALTHCARE	OTHER
Affinity ANZ bdc CHASE FIFTH THIRD BANK NAVY FEDERAL CREDIT UNION Peoples United Bank RBC Royal Bank Standard Chartered Westpac GROUP Wright Patt CREDIT UNION INC	Action Financial Services, LLC BMW Financial Services CDKGlobal CLA Community Loans of America IG WEALTH MANAGEMENT SavvyFi Good Shepherd Microfinance EBIX OPENDEALER EXCHANGE BUYWAY goeasy Elavon. LENDESK AUTO LENDERS SEI Loan Market OneMain Financial	Auto-Owners INSURANCE DONEGAL INSURANCE GROUP GAINSCO Auto Insurance P&V Sun Life Financial T COUNTRY FINANCIAL Erie Insurance Munich RE the co-operators Wawanesa Insurance AMERICAN NATIONAL	USDA NASA JPL DEPARTMENT OF JUSTICE DEPARTMENT OF TRANSPORTATION SBA UNITED STATES POSTAL SERVICE CITY OF TUCSON CITY OF PHOENIX CITY OF SAN DIEGO	Blue Cross BlueShield Lifesprk Whole Person Senior Care Planned Parenthood PointClickCare Hillrom cdmv GRAND HÔPITAL de CHARLEROI MCKESSON Canada FFICE ALLY Cerner Key Health Netsmart	akyla Direct Energy P&E IBM TATA Incino SECURITAS TUI doxim calyx performance delivered

# Top eSignature differentiators



# Top eSignature differentiators

	Feature Set	Ease of Use	Security	White Label	Pricing	Customer Satisfaction
						
<b>DocuSign</b>						
 <b>Adobe Sign</b>						



## CONTRACTS



# Contract Management

Contract Lifecycle Management (CLM) software automates the processes for executing contracts used for buying or selling goods and services within an organization.



# Experience success across the contract lifecycle

## AMENDMENT & RENEWAL

Configurable workflows make contract end-of-life events easy

## REQUEST

Empower users with contract self-service

## COMPLIANCE

Full history and fast search support audit needs

## DRAFTING

Automated playbooks drive speed and accuracy

## OBLIGATIONS

Manage all contract terms, including optional & conditional events

## NEGOTIATION

Minimize risk with intelligent text recommendations

## SIGNATURE

Use eSignature on any device

## APPROVAL

Reliable, flexible approvals create maximum control



# Conga CLM Pricing

- Conga CLM Business Full User- \$75 Per User Per Month
- Conga CLM Business Collaborator User- \$40 Per User Per Month
- Conga CLM UAT- 5% of Total License Costs

**\*All costs are priced at list, additional discounts would be dependent on total license counts, and contract term length.**



Thank you!