



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

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Procurement Folder: 1677086

Procurement Type: Central Master Agreement

Vendor ID: VS0000047275

Legal Name: COQUINA LABS INC

Alias/DBA:

Total Bid: \$866,287.50

Response Date: 04/29/2025

Response Time: 16:01

Responded By User ID: coquina

First Name: Thomas

Last Name: Smyth

Email: sales@coquinatech.com

Phone: 7058965172

SO Doc Code: CRFQ

SO Dept: 0231

SO Doc ID: OOT2500000020

Published Date: 4/29/25

Close Date: 5/1/25

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No 1 E-mail Encryption and File Transfer Tool

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:** 1677086  
**Solicitation Description:** Addendum No.1 E-mail Encryption and File Transfer Tool  
**Proc Type:** Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2025-05-01 13:30	SR 0231 ESR04292500000006618	1

**VENDOR**  
VS0000047275  
COQUINA LABS INC

**Solicitation Number:** CRFQ 0231 OOT2500000020  
**Total Bid:** 866287.5  
**Response Date:** 2025-04-29  
**Response Time:** 16:01:29  
**Comments:** Discounts have already been included in proposal pricing. Please refer to the Coquina Proposal document for a full breakdown. Thank you for your consideration!

**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	3.1.1 Gmail Encryption Tool	2750.0000	EA	94.440000	259710.00

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**  
3.1.1 Gmail Encryption Tool

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.1 Gmail Secure File Transfer Tool	250.00000	EA	61.190000	15297.50

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**  
3.1.1 Gmail Secure File Transfer Tool

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	3.1.1 Gmail Encryption Tool Year 2	2750.0000	EA	99.050000	272387.50

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:**

**Extended Description:**  
3.1.1 Gmail Encryption Tool Year 2

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	3.1.1 Gmail Secure File Transfer Tool Year 2	250.00000	EA	64.180000	16045.00

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:**

**Extended Description:**  
3.1.1 Gmail Secure File Transfer Tool Year 2

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	3.1.1 Gmail Encryption Tool Year 3	2750.0000	EA	104.000000	286000.00

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:**

**Extended Description:**  
3.1.1 Gmail Encryption Tool Year 3

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	3.1.1 Gmail Secure File Transfer Tool Year 3	250.00000	EA	67.390000	16847.50

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:**

**Extended Description:**

3.1.1 Gmail Secure File Transfer Tool Year 3



**Coquina Labs Inc.**

169 Madison Ave, Suite 15520

New York, NY 10016

coquinatech.com

(618) 554-3633

Apr 28, 2025

**BY ONLINE PORTAL**

West Virginia Office of Technology (WVOT), West Virginia

Toby L. Welch

(304) 558-8802

toby.l.welch@wv.gov

**Coquina Quote Number:** 129802

**Subject: Response to CRFQ-0231-OOT2500000020-1 - E-mail Encryption and File Transfer Tool**

To Whom It May Concern,

Coquina Labs Inc. is pleased to submit our proposal in response to the Invitation to Quote (CRFQ-0231-OOT2500000020-1) for the E-mail Encryption and File Transfer Tool. Our proposal adheres to the scope, technical requirements, and delivery timeframe outlined in the RFQ. Our total, all-inclusive quoted price for the specified Virtu solutions is **\$275,015.66**, as outlined below. This quote is all inclusive and there is no additional cost for freight, transfer of licenses, and/or system usage.

**Price and Quantity Breakdown:**

Line No.	Part No.	Description	Unit Price	Quantity	Extended Price
1	DCSS-400-PL-10000	Virtru Platform Subscription Pro Start Date: 06/10/2025 End Date: 06/09/2026	\$10,118.16	1	\$10,118.16
2	DCSS-300-BN-1500	Virtru for Email + Virtru Data Protection Gateway (User) Start Date: 06/10/2025 End Date: 06/09/2026	\$91.07	2750	\$250,442.50

3	DCSS-300-FL-3000	Virtru Secure Share Start Date: 06/10/2025 End Date: 06/09/2026	\$57.82	250	\$14,455.00
<b>Subtotal</b>					<b>\$275,015.66</b>
Estimated shipping cost					\$0.00
<b>Total cost including shipping</b>					<b>\$275,015.66</b>
<b>Estimated sales tax (if applicable - waived for exempt entities)</b>					<b>\$0.00</b>
<b>Total price including sales tax</b>					<b>\$275,015.66</b>

**Option Year 2:** \$288,436.26

**Option Year 3:** \$302,852.75

**Option Year 4:** \$317,997.46

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**Compliance and Certification** Coquina Labs Inc. certifies that we will:

- Adhere to all RFQ specifications and terms, including the provision of the specified Virtu solutions.
- Meet the delivery schedule outlined in the RFQ.
- Comply with all required submission documentation as specified by the West Virginia Office of Technology (WVOT), West Virginia.
- The quantities proposed for Gmail Encryption Tools and Gmail Secure File Transfer Tools align with the Year 1 RFQ requirements, and Option Years 2 and 3 will match the specified quantities of 2750 and 250 units respectively.
- The proposed Virtru solutions fully meet the RFQ's functional, security, encryption, control, and audit requirements for Gmail compatibility.
- Option Year 2 and Option Year 3 pricing will be honored as quoted without reductions in quantities, scope, or coverage.
- WVOT's tax-exempt status is acknowledged, and no sales tax is applied to the quote.

Coquina serves as a value-added software reseller to the public sector. We partner with leading OEMs to provide local and state governments with the best technology at the lowest price. Internally, we've invested in building systems to streamline the quoting and bidding process. This enables us to be more efficient and provide more value to public sector buyers. We hope that in a competitive bidding process we will be able to save your taxpayers money compared with other resellers.

This bid, along with all required documentation, will be submitted as requested. We appreciate the opportunity to participate in this procurement and look forward to supporting the city. Should you require any further information or clarification, please do not hesitate to contact us at the email or phone number below.

Sincerely,

A handwritten signature in black ink, appearing to read 'Kelsey Shaner', with a stylized, cursive script.

**Kelsey Shaner**

Coquina Labs Inc.

169 Madison Ave, Suite 15520

New York, NY 10016

sales@coquinatech.com

NOTE: We are pleased to provide you with this quote, which is not an order or offer to sell. Product, available inventory, additional fees and pricing data are updated by manufacturers from time to time and may change without notice. Until you issue a purchase order and Coquina Labs Inc. accepts it, there is no contract for sale. All prices and descriptions are subject to change prior to the issuance and acceptance of a PO. The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof. Coquina Labs Inc. does not make any warranties, express or implied, including but not limited to warranties of merchantability or fitness for a particular purpose, regarding the products or services described in this quote. All warranties, if any, are provided by the respective manufacturers or licensors. Coquina Labs Inc. shall not be responsible for delays or failure to deliver due to circumstances beyond its reasonable control, including but not limited to acts of God, natural disasters, labor disputes, supply chain disruptions, governmental actions, or manufacturer delays. For select high-value orders, we may request the buyer to assign the receivable to one of our financing partners. Such assignments will not affect the terms, conditions, or obligations outlined in this agreement. The terms and conditions of this quote, including payment and delivery terms, are subject to final agreement upon issuance and acceptance of a purchase order.

**Virtru End User Terms and Conditions:** <https://www.carahsoft.com/vendors/virtru#end-user-terms>



## References

Entity	Contact Name	Contact Email	Contact Phone Number
Collegium Charter School	Erik Daniele	edaniele@ccs.us	(610) 903-1300
State of Texas - Teachers Retirement System	Trevor Goodman	Trevor.Goodman@trs.texas.gov	(512) 542-6771
Orange County Superintendent of Schools, CA	Tristan Mejias	TMejias@ocde.us	(714) 966-4081
City of Colorado Springs	Erica Rush	erica.rush@coloradosprings.gov	(719) 385-5755
Maryland Health Benefit Exchange	Tracey Gamble	tracey.gamble1@maryland.gov	(410) 547-8152

### ***Coquina Labs Inc. Contact Information***

#### **Kelsey Shaner**

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New York, NY 10016  
sales@coquinatech.com