



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: VS0000047137

Legal Name: Four LLC

Alias/DBA: Four Inc.

Total Bid: \$871,492.50

Response Date: 04/30/2025

Response Time: 13:14

Responded By User ID: rmurakami

First Name: Ryan

Last Name: Murakami

Email: rmurakami@fourinc.com

Phone: 7036253210

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 ESR04302500000006633	1

VENDOR
VS0000047137
Four LLC

Solicitation Number: CRFQ 0231 OOT2500000020
Total Bid: 871492.5
Response Date: 2025-04-30
Response Time: 13:14:40
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	3.1.1 Gmail Encryption Tool	2750.0000	EA	95.240000	261910.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Manufacturer: Virtru
Part Number: DCSS-300-BN-1500
Description: Virtru for Email + Virtru Data Protection Gateway (User) + Virtru
Private Keystore (for Virtru Solutions)
In accordance with Four Inc. Quote 1225628001

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	58.120000	14530.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Manufacturer: Virtru
Part Number: DCSS-300-FL-3000
Description: Virtru Secure Share
In accordance with Four Inc. Quote 1225628001

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	100.000000	275000.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Manufacturer: Virtru
Part Number: DCSS-300-BN-1500
Description: Virtru for Email + Virtru Data Protection Gateway (User) + Virtru
Private Keystore (for Virtru Solutions)
In accordance with Four Inc. Quote 1225628001

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	61.020000	15255.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Manufacturer: Virtru
Part Number: DCSS-300-FL-3000
Description: Virtru Secure Share
In accordance with Four Inc. Quote 1225628001

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	105.010000	288777.50

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Manufacturer: Virtru
 Part Number: DCSS-300-BN-1500
 Description: Virtru for Email + Virtru Data Protection Gateway (User) + Virtru Private Keystore (for Virtru Solutions)
 In accordance with Four Inc. Quote 1225628001

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	64.080000	16020.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Manufacturer: Virtru
 Part Number: DCSS-300-FL-3000
 Description: Virtru Secure Share
 In accordance with Four Inc. Quote 1225628001

Extended Description:
 3.1.1 Gmail Secure File Transfer Tool Year 3



Four LLC
2303 Dulles Station Blvd.
Suite 105
Herndon, VA 20171
www.FourInc.com

QUOTE

Quote # 1225628001
Date 4/29/2025
Valid Until 6/30/2025
Payment Terms Net 30
RFQ
Vehicle Open Market
Contract No.

State of West Virginia

State of West Virginia
Josh Tinnel
admin@wv.gov

Four Inc. Representative

Bella Shapiro
bshapiro@fourinc.com
(703) 213-8723

FOB	Estimated Delivery Time (ARO)	Customer ID	Period of Performance
FOB - Destination	within 30 days of award		See lines for POP info

Line Item	Part No.	Description	Qty.	Unit Price	Ext. Price
Base Year: 6/10/25 - 6/9/26					
3	DCSS-300-BN-1500	Virtru for Email + Virtru Data Protection Gateway (User) + Virtru Private Keystore (for Virtru Solutions)	2,750	\$95.24	\$261,910.00
6	DCSS-300-FL-3000	Virtru Secure Share	250	\$58.12	\$14,530.00
Group Total					\$276,440.00
OY1: 6/10/26 - 6/9/27					
2	DCSS-300-BN-1500	Virtru for Email + Virtru Data Protection Gateway (User) + Virtru Private Keystore (for Virtru Solutions)	2,750	\$100.00	\$275,000.00
5	DCSS-300-FL-3000	Virtru Secure Share	250	\$61.02	\$15,255.00
Group Total					\$290,255.00
OY2: 6/10/27 - 6/9/28					
1	DCSS-300-BN-1500	Virtru for Email + Virtru Data Protection Gateway (User) + Virtru Private Keystore (for Virtru Solutions)	2,750	\$105.01	\$288,777.50
4	DCSS-300-FL-3000	Virtru Secure Share	250	\$64.08	\$16,020.00
Group Total					\$304,797.50

Grand Total	\$276,440.00
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NOTES:

Four Inc. Quote #1225628001 must be fully incorporated by reference in any resulting order.
Any products quoted herein are commercial items as defined in the FAR. Commercial-off-the-shelf Software products quoted herein are Restricted Computer Software. In no event shall the Customer's license rights exceed the Restricted Rights required of Commercial Computer Software.
Unless otherwise noted, all quoted prices are in US Dollars and resulting orders to Four LLC must be in US Dollars.
All Virtru Terms & Conditions Apply. Terms are available upon request.

This solution is proposed as a bundled offer; the discounts herein are only available if quote is purchased in full

Upon written request, customer may trade current Virtru Gmail Encryption licenses in for Virtru Private Keystore licenses (to support Google CSE for Gmail).

Please note that our quote includes: QTY 1 of Part number: DCSS-400-PL-10000 - Virtru Platform Subscription Pro

Option Year Pricing is only valid if the proposed products are supported by the Original Equipment Manufacturer at the time of renewal and renewed on time.

Please send any awards resulting from this quotation to focus2@fourinc.com

Cage: 4M4Z2 | DUNS: 789007064 | TIN: 75-3227157 | UEI: X1JJYEW4HAN9

THANK YOU FOR YOUR BUSINESS!