



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](#) [Default Values](#) [Discount](#) [Document Information](#) [Clarification Request](#)

Procurement Folder: 1852089

Procurement Type: Central Master Agreement

Vendor ID:

Legal Name: SUN MANAGEMENT INC

Alias/DBA:

Total Bid: \$3,902,564.83

Response Date:

Response Time:

Responded By User ID:

First Name:

Last Name:

Email:

Phone:

SO Doc Code: CRFQ

SO Dept: 0231

SO Doc ID: OOT2600000009

Published Date: 1/9/26

Close Date: 1/13/26

Close Time: 13:30

Status: Closed

Solicitation Description:

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: 1852089
Solicitation Description: Addendum No 2 - Palo Alto Enterprise License Agreement
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2026-01-13 13:30	SR 0231 ESR01022600000003708	1

VENDOR
000000180526
SUN MANAGEMENT INC

Solicitation Number: CRFQ 0231 OOT2600000009
Total Bid: 3902564.830000000074505805969
Response Date: 2026-01-13
Response Time: 12:38:38

Comments: There are many items listed that are not Palo Alto Networks Part #'s. I'm confident our submission includes all of the items proposed to The State by Palo Alto Networks.
Our proposal Total is \$3,901,664.83
Payment terms would be as follows. Net 30 after initial award = \$1,636,764.83. ~13 months after initial award (Year # 2) = \$1,132,450.00. ~25 months after initial award (Year # 3) = \$1,132,450.00.
Need to discuss wording around The State's commitment to Years # 2 and # 3 in lieu of Gen'l Terms and Conditions #18 Funding and # 19 Cancellation.

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

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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	3.1.1.1 Enterprise License Agreement- PAN-ENT-ELA-SET, Year1	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
On Palo Alto Networks quotes, PAN-ENT-ELA-SET is a zero-dollar line item that acts as a system identifier to indicate related line items on the quote are part of an Enterprise License Agreement (ELA).

Extended Description:
Enterprise License Agreement - PAN-ENT-ELA-SET, or equal. Quantity of one, term three years, priced yearly.
Quantities listed in this Solicitation/Award Document are approximations only, It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.1.1 Enterprise License Agreement- PAN-ENT-ELA-SET, Year2	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
On Palo Alto Networks quotes, PAN-ENT-ELA-SET is a zero-dollar line item that acts as a system identifier to indicate related line items on the quote are part of an Enterprise License Agreement (ELA).

Extended Description:
Enterprise License Agreement - PAN-ENT-ELA-SET, or equal. Quantity of one, term three years, priced yearly.
Quantities listed in this Solicitation/Award Document are approximations only, It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	3.1.1.1 Enterprise License Agreement- PAN-ENT-ELA-SET, Year3	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
On Palo Alto Networks quotes, PAN-ENT-ELA-SET is a zero-dollar line item that acts as a system identifier to indicate related line items on the quote are part of an Enterprise License Agreement (ELA).

Extended Description:
Enterprise License Agreement - PAN-ENT-ELA-SET, or equal. Quantity of one, term three years, priced yearly.
Quantities listed in this Solicitation/Award Document are approximations only, It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	3.1.1.2 PA-PRORATED-CREDIT-SUBS	1.00000	EA	-226129.170000	-226129.17

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments:

Extended Description:

3.1.1.2 Prorated Credit for unused subscriptions - PA-PRORATED-CREDIT-SUBS, or equal. Quantity of one, term one year. Quantities listed in this Solicitation/Award Document are approximations only, It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	3.1.1.3 PAN-ENT-GOV-ELA-3YR, Year1	1.00000	EA	565000.000000	565000.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 1 of PAN-ENT-GOV-ELA-3YR

Extended Description:

3.1.1.3 Enterprise License Agreement, ATP, ADNS (Includes ADNSR-X), ADV URL, AWF, PAA, ASD-WAN for NGFW . Unit price is per every \$1 of NGFW hardware estate quoted - 3 Years - PAN-ENT-GOV-ELA-3YR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	3.1.1.3 PAN-ENT-GOV-ELA-3YR, Year2	1.00000	EA	565000.000000	565000.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 2 of PAN-ENT-GOV-ELA-3YR

Extended Description:

3.1.1.3 Enterprise License Agreement, ATP, ADNS (Includes ADNSR-X), ADV URL, AWF, PAA, ASD-WAN for NGFW . Unit price is per every \$1 of NGFW hardware estate quoted - 3 Years - PAN-ENT-GOV-ELA-3YR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	3.1.1.3 PAN-ENT-GOV-ELA-3YR, Year3	1.00000	EA	565000.000000	565000.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 3 of PAN-ENT-GOV-ELA-3YR

Extended Description:

3.1.1.3 Enterprise License Agreement, ATP, ADNS (Includes ADNSR-X), ADV URL, AWF, PAA, ASD-WAN for NGFW . Unit price is per every \$1 of NGFW hardware estate quoted - 3 Years - PAN-ENT-GOV-ELA-3YR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	3.1.1.4 - PAN-IOT-ENT-PLUS, Year1	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 1

Extended Description:

3.1.1.4 Enterprise IoT Security Plus product option. Should be purchased with IoT Security subscription. - PAN-IOT-ENT-PLUS, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	3.1.1.4 - PAN-IOT-ENT-PLUS, Year2	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 2

Extended Description:

3.1.1.4 Enterprise IoT Security Plus product option. Should be purchased with IoT Security subscription. - PAN-IOT-ENT-PLUS, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	3.1.1.4 - PAN-IOT-ENT-PLUS, Year3	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 3

Extended Description:

3.1.1.4 Enterprise IoT Security Plus product option. Should be purchased with IoT Security subscription. - PAN-IOT-ENT-PLUS, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	3.1.1.5- PAN-IOT-GOV-ELA-3YR, Year1	1.00000	EA	167700.000000	167700.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 1 PAN-IOT-GOV-ELA-3YR

Extended Description:

3.1.1.5 Enterprise License Agreement, IOT DRDL. Unit price is per every \$1 of NGFW hardware estate (100% of current hardware estate + 80% projections). 3 Year - PAN-IOT-GOV-ELA-3YR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	3.1.1.5- PAN-IOT-GOV-ELA-3YR, Year2	1.00000	EA	167700.000000	167700.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 2 PAN-IOT-GOV-ELA-3YR

Extended Description:

3.1.1.5 Enterprise License Agreement, IOT DRDL. Unit price is per every \$1 of NGFW hardware estate (100% of current hardware estate + 80% projections). 3 Year - PAN-IOT-GOV-ELA-3YR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	3.1.1.5- PAN-IOT-GOV-ELA-3YR, Year3	1.00000	EA	167700.000000	167700.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 3 PAN-IOT-GOV-ELA-3YR

Extended Description:

3.1.1.5 Enterprise License Agreement, IOT DRDL. Unit price is per every \$1 of NGFW hardware estate (100% of current hardware estate + 80% projections). 3 Year - PAN-IOT-GOV-ELA-3YR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	3.1.2- PAN-ENT-GOV-PREM-ESA-3YR Year1	1.00000	EA	335600.000000	335600.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 1 PAN-ENT-GOV-PREM-ESA-3YR

Extended Description:

3.1.2 Enterprise Support Agreement - 3 years Vendor must provide an Enterprise Support Agreement Manufacturer part number PAN-ENT-GOV-PREM-ESA-3YR or equal. Quantity of one, Term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	3.1.2- PAN-ENT-GOV-PREM-ESA-3YR Year2	1.00000	EA	335600.000000	335600.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 2 PAN-ENT-GOV-PREM-ESA-3YR

Extended Description:

3.1.2 Enterprise Support Agreement - 3 years Vendor must provide an Enterprise Support Agreement Manufacturer part number PAN-ENT-GOV-PREM-ESA-3YR or equal. Quantity of one, Term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	3.1.2- PAN-ENT-GOV-PREM-ESA-3YR Year3	1.00000	EA	335600.000000	335600.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 3 PAN-ENT-GOV-PREM-ESA-3YR

Extended Description:

3.1.2 Enterprise Support Agreement - 3 years Vendor must provide an Enterprise Support Agreement Manufacturer part number PAN-ENT-GOV-PREM-ESA-3YR or equal. Quantity of one, Term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	3.1.2.1-PAN-ENT-ESA-SET Year1	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

On Palo Alto Networks quotes, PAN-ENT-ESA-SET is a zero-dollar line item that acts as a system identifier to indicate related line items on the quote are part of an Enterprise License Agreement (ELA).

Extended Description:

3.1.2.1 Enterprise Support Agreement Manufacturer part number PAN-ENT-ESA-SET, or equal Quantity of one, Term three years..

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	3.1.2.1-PAN-ENT-ESA-SET Year2	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

On Palo Alto Networks quotes, PAN-ENT-ESA-SET is a zero-dollar line item that acts as a system identifier to indicate related line items on the quote are part of an Enterprise License Agreement (ELA).

Extended Description:

3.1.2.1 Enterprise Support Agreement Manufacturer part number PAN-ENT-ESA-SET, or equal Quantity of one, Term three years..

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
19	3.1.2.1-PAN-ENT-ESA-SET Year3	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

On Palo Alto Networks quotes, PAN-ENT-ESA-SET is a zero-dollar line item that acts as a system identifier to indicate related line items on the quote are part of an Enterprise License Agreement (ELA).

Extended Description:

3.1.2.1 Enterprise Support Agreement Manufacturer part number PAN-ENT-ESA-SET, or equal Quantity of one, Term three years..

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
20	3.1.2.2 PA-PRORATED-CREDIT-SUP	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS A DUPLICATE OF # 4. THERE IS ONLY ONE SET OF CREDITS.

Extended Description:

3.1.2.2 Prorated Credit for Support Changes - PA-PRORATED-CREDIT-SUP, or equal. Quantity of one, term one year.

Quantities listed in this Solicitation/Award Document are approximations only, It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	3.1.3.1-UNIT42 PROACTIVE SERVICES	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

All Unit 42 items are covered by #22.

Extended Description:

3.1.3.1 UNIT 42 PROACTIVE SERVICES - UNIT42 PROACTIVE SERVICES, OR EQUAL. QUANTITY OF ONE, TERM ONE YEAR.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
22	3.1.3.2-PAN-U42-EOD-4HR-L19	1.00000	EA	194000.000000	194000.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-U42-EOD-4HR-L19

Extended Description:

3.1.3.2 Unit 42 Public Sector Expertise on Demand Subscription, 4-hour remote response time. Up to 500 consulting hours. - PAN-U42-EOD-4HR-L19, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
23	3.1.4.1 Standalone - Hardware Refresh	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

Extended Description:

3.1.4.1 Hardware Refresh SKU Standalone - I. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
24	3.1.4.2 PAN-PWR-450W-AC	2.00000	EA	1200.000000	2400.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PWR-450W-AC
Correct quantity is 3.

Extended Description:

3.1.4.2 PA-3400,PA-1400, ION 5200 and ION 9200 450W spare power supply - PAN-PWR-450W-AC, or equal. Quantity of three, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
25	3.1.4.3 PAN-PA-5420-AC	2.00000	EA	31400.000000	62800.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PA-5420-AC

Extended Description:

3.1.4.3 Palo Alto Networks PA-5420 with redundant AC power supplies - PAN-PA-5420-AC, or equal. Quantity of two, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
26	3.1.4.4 PAN-PWR-C13-C14	6.00000	EA	22.000000	132.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PWR-C13-C14

Extended Description:

3.1.4.4 Power cord for PDU with IEC-60320 C13 and IEC-60320 C14 cord ends,15A, 250V max, 10ft - PAN-PWR-C13-C14, or equal. Quantity of six, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
27	3.1.4.5 PAN-PA-1420	3.00000	EA	5300.000000	15900.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PA-1420

Extended Description:

3.1.4.5 Palo Alto Networks PA-1420 - PAN-PA-1420, or equal. Quantity of three, term one year

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
28	3.1.4.6 PA-5400 Series	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3.1.4.11 # 35. Below

Extended Description:

3.1.4.6 PA-5400 Series - PA-5400 Series, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
29	3.1.4.7 PA-1400 Series	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

Extended Description:

3.1.4.7 PA-1400 Series - PA-1400 Series, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
30	3.1.4.8 PAN-EDU-TRAINING-100	350.00000	EA	98.000000	34300.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-EDU-TRAINING-100

Extended Description:

3.1.4.8 Training Credit - To be redeemed with Authorized Training Partners (ATPs) - PAN-EDU-TRAINING-100, or equal. Quantity of 350, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
31	3.1.4.9 PA-5400 Series Year 1	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3.1.4.11 # 35. Below

Extended Description:

3.1.4.9 PA-5400 Series - PA-5400 Series, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
32	3.1.4.9 PA-5400 Series Year 2	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3.1.4.11 # 35. Below

Extended Description:

3.1.4.9 PA-5400 Series - PA-5400 Series, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
33	3.1.4.9 PA-5400 Series Year 3	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3.1.4.11 # 35. Below

Extended Description:

3.1.4.9 PA-5400 Series - PA-5400 Series, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
34	3.1.4.10 PA-1400 Series	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
Covered by 3.1.4.12 # 38

Extended Description:

3.1.4.10 PA-1400 PA-1400 Series Series -, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
35	3.1.4.11 PAN-PA-5440-AC Year 1	2.00000	EA	58200.000000	116400.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PA-5440-AC

Extended Description:

3.1.4.11 Palo Alto Networks PA-5440 with redundant AC power supplies - PAN-PA-5440-AC, or equal. Quantity of two, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
36	3.1.4.11 PAN-PA-5440-AC Year 2	2.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Covered by # 35

Extended Description:

3.1.4.11 Palo Alto Networks PA-5440 with redundant AC power supplies - PAN-PA-5440-AC, or equal. Quantity of two, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
37	3.1.4.11 PAN-PA-5440-AC Year 3	2.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Covered by # 35

Extended Description:

3.1.4.11 Palo Alto Networks PA-5440 with redundant AC power supplies - PAN-PA-5440-AC, or equal. Quantity of two, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
38	3.1.4.12 PAN-PA-1410 Year 1	13.00000	EA	2800.000000	36400.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PA-1410

Extended Description:

Palo Alto Networks PA-1410 - PAN-PA-1410, or equal. Quantity of 13, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
39	3.1.4.12 PAN-PA-1410 Year 2	13.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: See # 38

Extended Description:

Palo Alto Networks PA-1410 - PAN-PA-1410, or equal. Quantity of 13, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
40	3.1.4.12 PAN-PA-1410 Year 3	13.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: See # 38

Extended Description:

Palo Alto Networks PA-1410 - PAN-PA-1410, or equal. Quantity of 13, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
41	3.1.4.13 PAN-PWR-450W-AC Year 1	13.00000	EA	1200.000000	15600.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PWR-450W-AC

Extended Description:

3.1.4.13 PA-3400,PA-1400, ION 5200 and ION 9200 450W spare power supply - PAN-PWR-450W-AC, or equal. Quantity of 13, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
42	3.1.4.13 PAN-PWR-450W-AC Year 2	13.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: See # 41

Extended Description:

3.1.4.13 PA-3400,PA-1400, ION 5200 and ION 9200 450W spare power supply - PAN-PWR-450W-AC, or equal. Quantity of 13, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
43	3.1.4.13 PAN-PWR-450W-AC Year 3	13.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: See # 41

Extended Description:

3.1.4.13 PA-3400,PA-1400, ION 5200 and ION 9200 450W spare power supply - PAN-PWR-450W-AC, or equal. Quantity of 13, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
44	3.1.4.14 PAN-PWR-C13-C14 Year 1	26.00000	EA	22.000000	572.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PWR-C13-C14

Extended Description:

3.1.4.14 Power cord for PDU with IEC-60320 C13 and IEC-60320 C14 cord ends,15A, 250V max, 10ft - PAN-PWR-C13-C14, or equal. Quantity of 26, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
45	3.1.4.14 PAN-PWR-C13-C14 Year 2	26.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: See # 44

Extended Description:

3.1.4.14 Power cord for PDU with IEC-60320 C13 and IEC-60320 C14 cord ends,15A, 250V max, 10ft - PAN-PWR-C13-C14, or equal. Quantity of 26, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
46	3.1.4.14 PAN-PWR-C13-C14 Year 3	26.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: See # 44

Extended Description:

3.1.4.14 Power cord for PDU with IEC-60320 C13 and IEC-60320 C14 cord ends,15A, 250V max, 10ft - PAN-PWR-C13-C14, or equal. Quantity of 26, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
47	3.1.5.1 CORTEX XSOAR Year 1	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3. 1.5.2 # 50, # 51, & # 52.

Extended Description:

3.1.5.1 Cortex XSOAR Set - CORTEX XSOAR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
48	3.1.5.1 CORTEX XSOAR Year 2	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3. 1.5.2 # 50, # 51, & # 52.

Extended Description:

3.1.5.1 Cortex XSOAR Set - CORTEX XSOAR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
49	3.1.5.1 CORTEX XSOAR Year 3	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3. 1.5.2 # 50, # 51, & # 52.

Extended Description:

3.1.5.1 Cortex XSOAR Set - CORTEX XSOAR, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
50	3.1.5.2 PAN-CORTEXXSOAR-ENTERPRISE Year 1	1.00000	EA	64850.000000	64850.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 1 PAN-CORTEXXSOAR-ENTERPRISE

Extended Description:

3.1.5.2 Full XSOAR platform (XSOAR + TIM, 4 named users) for Enterprise. - PAN-CORTEXXSOAR-ENTERPRISE, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
51	3.1.5.2 PAN-CORTEXXSOAR-ENTERPRISE Year 2	1.00000	EA	64850.000000	64850.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 2 PAN-CORTEXXSOAR-ENTERPRISE

Extended Description:

3.1.5.2 Full XSOAR platform (XSOAR + TIM, 4 named users) for Enterprise. - PAN-CORTEXXSOAR-ENTERPRISE, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
52	3.1.5.2 PAN-CORTEXXSOAR-ENTERPRISE Year 3	1.00000	EA	64850.000000	64850.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: Year # 3 PAN-CORTEXXSOAR-ENTERPRISE

Extended Description:

3.1.5.2 Full XSOAR platform (XSOAR + TIM, 4 named users) for Enterprise. - PAN-CORTEXXSOAR-ENTERPRISE, or equal. Quantity of one, term three years.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
53	3.1.5.3 PAN-CONSULT-DEMISTO-DAY	20.00000	EA	4700.000000	94000.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-CONSULT-DEMISTO-DAY

Extended Description:

3.1.5.3 Cortex XSOAR Consulting Service (per day) - Minimum 5 days - PAN-CONSULT-DEMISTO-DAY, or equal. Quantity of 20, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
54	3.1.5.4 CONSULT-PRJM-DAY-XSOAR	4.00000	EA	3400.000000	13600.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-CONSULT-PRJM-DAY-XSOAR

Extended Description:

3.1.5.4 Palo Alto Networks professional services project manager (per day) (Cortex XSOAR) - PAN-CONSULT-PRJM-DAY-XSOAR, or equal. Quantity of four, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
55	3.1.5.5 PAN-DEMISTO-PREMIUM-SUCCESS	1.00000	EA	29200.000000	29200.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-DEMISTO-PREMIUM-SUCCESS

Extended Description:

3.1.5.5 Cortex XSOAR Premium Success - sold with Cortex XSOAR, XSOAR-TIM and XSOAR-Starter and XSOAR MSSP, XSOAR-TIM MSSP and XSOAR-Starter MSSP - PAN-DEMISTO-PREMIUM-SUCCESS, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
56	3.1.5.6 Services Only (XSOAR)	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

Extended Description:

3.1.5.6 XSOAR Services Only - Services Only, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
57	3.1.5.7 PAN-CONSULT-XSOAR-ENT-QS	1.00000	EA	40400.000000	40400.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-CONSULT-XSOAR-ENT-QS

Extended Description:

3.1.5.7 QuickStart Service for Cortex XSOAR - Enterprise Edition - PAN-CONSULT-XSOAR-ENT-QS, or equal. Quantity of one, term one year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
58	3.1.6.1 PAN-PRISMA-ACCESS-SET	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!

Extended Description:

3.1.6.1 Prisma Access Set - PAN-PRISMA-ACCESS-SET, or equal. Quantity of one.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
59	3.1.6.2 PAN-PRISMA-ACCESS-MU-ENTERPRISE	5500.0000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: THIS IS NOT A VALID PALO ALTO NETWORKS PART NUMBER!
This is covered by 3. 1.6.3-6. # 60, # 61, # 62, & # 63.

Extended Description:

3.1.6.2 Prisma Access User Enterprise Edition includes private app access and outbound internet security for users, premium security subscription, worldwide service locations, 5 service connections, 10 ZTNA connectors ,and standard success per user per year - PAN-PRISMA-ACCESS-MU-ENTERPRISE, or equal. Quantity of 5,500.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
60	3.1.6.3 PAN-PRISMA-ACCESS-MU-SAAS- INLINE	5500.0000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PRISMA-ACCESS-MU-SAAS-INLINE

Extended Description:

3.1.6.3 Prisma Access MU SaaS Inline add-on, includes SaaS Inline Prisma Access MU SaaS Inline add-on, includes SaaS Inline Security for Prisma Access Mobile Users, Standard Success Plan per unit per year - PAN-PRISMA-ACCESS-MU-SAAS-INLINE, Quantity of 5,500, or equal. Quantity of 5,500.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
61	3.1.6.4 PAN-PRISMA-ACCESS-SEB-UPG	5500.0000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-PRISMA-ACCESS-SEB-UPG

Extended Description:

3.1.6.4 Prisma Access Secure Enterprise Browser Add-on to Prisma Access includes the Secure Enterprise Browser for Internet/SaaS and private app access, Management Console, and Standard Success Plan per unit per year - PAN-PRISMA-ACCESS-SEB-UPG, or equal. Quantity of 5,500.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
62	3.1.6.5 PAN-CONSULT-DAY-PA	14.00000	EA	4760.000000	66640.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-CONSULT-DAY-PA

Extended Description:

3.1.6.5 Palo Alto Networks consulting services (per day) - Minimum 5 days (Prisma Access) - PAN-CONSULT-DAY-PA, or equal. Quantity of 14.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
63	3.1.6.6 PAN-CONSULT-PRJM-DAY-PA	2.00000	EA	3450.000000	6900.00

Comm Code	Manufacturer	Specification	Model #
43222501			

Commodity Line Comments: PAN-CONSULT-PRJM-DAY-PA

Extended Description:

3.1.6.6 Palo Alto Networks professional services project manager (per day) (Prisma Access) - PAN-CONSULT-PRJM-DAY-PA, or equal. Quantity of two.



Quote Number: LCJRQ3922
 Date: 06-18-25
 Valid Until: 02/12/26

Due to the current economic volatility prices are subject to change, this does not include labor.

Sun Management, Inc
 2000 14th Street North
 Suite 770
 Arlington, VA 22201

Account Manager: Linus Roman
 Phone: 804-690-7399
 Email: linus@sunmanagement.net

Sold To	
West Virginia - Office of Technology	
James Amos 1900 Kanawha Blvd E Bldg. 5, Charleston, West Virginia 25305-0009 United States	
Phone	304-957-8233
Fax	(304) 558-1351
Email	j.leroy.amos@wv.gov

Ship To	
West Virginia - Office of Technology	
James Amos 1900 Kanawha Blvd E Bldg. 5, Charleston, West Virginia 25305-0009 United States	
Phone	304-957-8233
Fax	(304) 558-1351
Email	j.leroy.amos@wv.gov

Corporate Information	
TIN: 364546036 DUNS: 36-116-5561 Small Business: SBA P064494	
Notes	
Our proposal Total is \$3,901,664.83 Payment terms would be as follows. Net 30 after initial award = \$1,636,764.83. ~13 months after initial award (Year # 2) = \$1,132,450.00. ~25 months after initial award (Year # 3) = \$1,132,450.00.	

P.O. Number	Ship Via	Freight On Board	Terms
			Net30

Line	Qty	Item	Description	Mfg List Price	Discount	Price Ea.	Ext. Price
QUO-24748445-r6v9x5-0 QUO-24613743-h8ym6-1 QUO-24810475-c4n7r2-1 QUO-24810135-q5s9n3-0 QUO-24780584-Y9x0l4-1							

ELA/ESA - QUO-24748445-r6v9x5-0							
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4	1	PAN-ENT-GOV-ELA-3YR	Enterprise License Agreement, ATP, ADNS, ADV URL, AWF, GP, ASD-WAN for NGFW . Unit price is per every \$1 of NGFW hardware estate quo ted (100% of current hardware estate + 80% projections). 3 Years	\$3,438,637.74		\$1,695,000.00	\$1,695,000.00
5	1	PAN-ENT-GOV-PREM-ESA-3YR	Enterprise Support Agreement - Premium Support . Unit price is per every \$1 of NGFW hardware estate quoted (100% of cu rrent hardware estate + 80% projections). 3 years	\$1,016,863.32		\$1,006,800.00	\$1,006,800.00

Line	Qty	Item	Description	Mfg List Price	Discount	Price Ea.	Ext. Price
6	1	PAN-IOT-ENT-PLUS	Enterprise IoT Security Plus product option. Should be purchased with IoT Security subscription.	\$0.01		\$0.00	\$0.00
7	1	PAN-IOT-GOV-ELA-3YR	Enterprise License Agreement, IOT DRDL. Unit price is per every \$1 of NGFW hardware estate quoted (100% of current hardware estate + 80% projections). 3 Year	\$1,654,028.28		\$501,000.00	\$501,000.00
8	1	PAN-SVC-PREM-CREDIT	Credit for unused Premium support,	-\$226,129.17	0%	-\$226,129.17	-\$226,129.17
Unit 42 - QUO-24780584-Y9x0I4-1							
11	1	PAN-U42-EOD-4HR-L19	Unit 42 Public Sector Expertise on Demand Subscription, 4-hour remote response time. Up to 500 consulting hours.	\$198,000.00		\$194,000.00	\$194,000.00
Cortex XSOAR - QUO-24613743-h8ym6-1							
14	1	PAN-CORTEXXSOAR-ENTERPRISE	Full XSOAR platform (XSOAR + TIM, 4 named users) for Enterprise.	\$703,800.00		\$194,550.00	\$194,550.00
15	1	PAN-DEMISTO-PREMIUM-SUCCESS	Cortex XSOAR Premium Success - sold with Cortex XSOAR, XSOAR-TIM and XSOAR-Starter and XSOAR MSSP, XSOAR-TIM MSSP and XSOAR-StarterMSSP	\$140,760.00		\$29,200.00	\$29,200.00
16	20	PAN-CONSULT-DEMISTO-DAY	Cortex XSOAR Consulting Service (per day) - Minimum 5 days	\$4,851.00		\$4,700.00	\$94,000.00
17	4	PAN-CONSULT-PRJM-DAY-XSOAR	Palo Alto Networks professional services project manager (per day) (Cortex XSOAR)	\$3,518.00		\$3,400.00	\$13,600.00
18	1	PAN-CONSULT-XSOAR-ENT-QS	QuickStart Service for Cortex XSOAR - Enterprise Edition	\$42,452.00		\$40,400.00	\$40,400.00
Hardware - QUO-24810475-c4n7r2-1							
21	350	PAN-EDU-TRAINING-100	Training Credit - To be redeemed with Authorized Training Partners (ATPs)	\$100.00	2%	\$98.00	\$34,300.00
22	2	PAN-PA-5420-AC	Palo Alto Networks PA-5420 with redundant AC power supplies	\$113,400.00		\$31,400.00	\$62,800.00

Line	Qty	Item	Description	Mfg List Price	Discount	Price Ea.	Ext. Price
23	3	PAN-PA-1420	Palo Alto Networks PA-1420	\$18,995.00		\$5,300.00	\$15,900.00
24	3	PAN-PWR-450W-AC	PA-3400,PA-1400, ION 5200 and ION 9200 450W spare power supply	\$1,580.00		\$1,200.00	\$3,600.00
25	6	PAN-PWR-C13-C14	Power cord for PDU with IEC-60320 C13 and IEC-60320 C14 cord ends,15A, 250V max, 10ft	\$30.00		\$22.00	\$132.00
26	2	PAN-PA-5440-AC	Palo Alto Networks PA-5440 with redundant AC power supplies	\$210,600.00		\$58,200.00	\$116,400.00
27	13	PAN-PA-1410	Palo Alto Networks PA-1410	\$9,995.00		\$2,800.00	\$36,400.00
28	13	PAN-PWR-450W-AC	PA-3400,PA-1400, ION 5200 and ION 9200 450W spare power supply	\$1,580.00		\$1,200.00	\$15,600.00
29	26	PAN-PWR-C13-C14	Power cord for PDU with IEC-60320 C13 and IEC-60320 C14 cord ends,15A, 250V max, 10ft	\$30.00		\$22.00	\$572.00
Prisma Access and Browser - QUO-24810135-q5s9n3-0							
31	5,500	PAN-PRISMA-ACCESS-MU-SAAS- -INLINE	Prisma Access MU SaaS Inline add-on, includes SaaS Inline Security for Prisma Access Mobile Users, Standard Success Plan per unit per year	\$20.00	100%	\$0.00	\$0.00
32	5,500	PAN-PRISMA-ACCESS-SEB-UPG	Prisma Access Secure Enterprise Browser Add-on to Prisma Access includes the Secure Enterprise Browser for Internet/SaaS and private app access, Management Console, and Standard Success Plan per unit per year	\$75.00	100%	\$0.00	\$0.00
33	14	PAN-CONSULT-DAY-PA	Palo Alto Networks consulting services (per day) - Minimum 5 days (Prisma Access)	\$4,851.00		\$4,760.00	\$66,640.00
34	2	PAN-CONSULT-PRJM-DAY-PA	Palo Alto Networks professional services project manager (per day) (Prisma Access)	\$3,518.00		\$3,450.00	\$6,900.00

Line	Qty	Item	Description	Mfg List Price	Discount	Price Ea.	Ext. Price
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Please contact me if I can be of further assistance.

SubTotal	\$3,901,664.83
Sales Tax	TBD
Total	\$3,901,664.83
Total with Credit Card	\$4,038,223.10

Accepted for West Virginia - Office of Technology

Financing Option:

Sun Management partners with financial companies specializing in complex implementations, solution deployments including hardware,software integration, and support to offer custom lease or financing solutions up to \$25M. Please discuss with your Sun Management Account Manager.

Payments made via credit card will incur a 3.5% service fee.

Terms and Conditions:

Purchasing Terms are located on the Sun Management Website: www.sunmanagement.net/purchase-terms-and-conditions

ISO Certification

Sun Management is proud to announce our ISO 9001 Certification, an internationally recognized standard that ensures we meet the needs of our clients through an effective quality management system.