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Header @ 1

List View

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

Procurement Folder: 1782546

Procurement Type: Central Master Agreement

Vendor ID: VS0000020347

Legal Name: CAPITAL CONSULTING LLC

Alias/DBA:

Total Bid: \$12,914.40

Response Date: 09/23/2025

Response Time: 12:39

Responded By User ID: TharseoIT

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Solicitation Description: Open ended contract for cloud-base Storage Services

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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:** 1782546  
**Solicitation Description:** Open ended contract for cloud-base Storage Services  
**Proc Type:** Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2025-09-23 13:30	SR 0702 ESR09232500000002168	1

**VENDOR**  
VS0000020347  
CAPITAL CONSULTING LLC

**Solicitation Number:** CRFQ 0702 TAX26000000002  
**Total Bid:** 12914.39999999999963620211929 **Response Date:** 2025-09-23 **Response Time:** 12:39:30  
**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
David H Pauline  
304-558-0067  
david.h.pauline@wv.gov

<b>Vendor</b>		
<b>Signature X</b>	<b>FEIN#</b>	<b>DATE</b>

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	Cloud Storage for GenTax	12.00000	MO	1076.200000	12914.40

Comm Code	Manufacturer	Specification	Model #
81162000			

**Commodity Line Comments:** Unit Price per month = \$1,076.20  
Total Price for 12 months = \$12,914.40

**Extended Description:**  
Cloud Storage for GenTax



## State of West Virginia – TAX Division

### Cloud Based Storage for GenTax

CRFQ # 0702\_TAX2600000002

Sep 23, 2025

#### Tharseo IT

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Washington DC 20020-6907

TharseoIT.com | 202-993-3972

#### Contact Information

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This proposal contains confidential information intended exclusively for use during the procurement process. The recipient is granted the right to use the data provided herein solely for the purpose of evaluating this proposal and, if a contract is awarded, for fulfilling the terms of that contract. Any information in this proposal that was independently obtained or publicly available remains unrestricted.



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**Cover Letter**

**David H. Pauline**

West Virginia Department of Administration  
Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305

Dear Mr. Pauline,

We are pleased to submit our response to **CRFQ 0702 TAX2600000002** for Cloud-Based Storage Services. As a current partner of the West Virginia Tax Division, supporting its systems under an existing maintenance contract, Tharseo IT (Capital Consulting LLC) is uniquely positioned to provide a seamless, secure, and cost-effective cloud storage solution for the GenTax environment.

Our longstanding relationship with the Tax Division has given us a deep understanding of its operational requirements, compliance priorities, and mission-critical need for reliable data protection. Building on this foundation, our proposed cloud storage solution delivers:

- 48TB of secure, scalable storage with capacity to grow as future needs evolve.
- Automated, scheduled backups and fast, reliable restoration to safeguard critical tax data.
- End-to-end encryption in transit and at rest, with support for secure transfer protocols.
- Multi-region replication, user access controls, and audit logging to ensure compliance and accountability.
- Hosting in FEDRAMP Moderate (or higher) certified U.S.-based data centers, in full alignment with state and federal security requirements

As a veteran-run, minority co-owned IT services provider, we combine proven experience in cloud solutions and system modernization with a demonstrated record of successful delivery for the State of West Virginia. We are committed to continuing our partnership with the Tax Division by providing a reliable, secure, and future-ready cloud platform that protects sensitive data while enabling operational efficiency.

We thank you for your continued trust and the opportunity to expand our services to the State. Please find enclosed our completed bid package, including pricing for your review. Should you require any additional information or clarifications, I can be reached directly at below.

Best Regards,



Eric Wimer

Chief Executive Officer

Tharseo IT

Email: [ewimer@tharseoit.com](mailto:ewimer@tharseoit.com)

Phone: 703-930-9509




## 1. Response

Tharseo IT, operating as Capital Consulting LLC (registered on the WV Oasis portal under Account Code VS0000020347, EIN 47-1729825), is pleased to submit this proposal to the West Virginia Department of Administration, Purchasing Division. As a trusted partner already supporting the West Virginia Tax Division, we bring proven experience and a deep understanding of the GenTax environment to deliver a secure, scalable, and compliant cloud storage solution.

Our response in the following pages includes the completed Contract RFQ page, detailed responses to all ten requirements, and the pricing table at the end.

## 2. Completed Contract Cover Page (also attached as a PDF at the end of the document)

 Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130		State of West Virginia Centralized Request for Quote Info Technology	
<b>Proc Folder:</b> 1782546  <b>Doc Description:</b> Open ended contract for cloud-base Storage Services  <b>Proc Type:</b> Central Master Agreement		<b>Reason for Modification:</b>	
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2025-09-09	2025-09-23 13:30	CRFQ 0702 TAX2600000002	1
<b>BID RECEIVING LOCATION</b>			
BID CLERK DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON ST E CHARLESTON WV 25305 US			
<b>VENDOR</b>			
<b>Vendor Customer Code:</b> VS0000020347 <b>Vendor Name :</b> Capital Consulting LLC DBA Tharseo IT <b>Address :</b> Tharseo IT <b>Street :</b> 1205 Marion Barry Ave SE STE 203 <b>City :</b> Washington <b>State :</b> DC <b>Country :</b> USA <b>Zip :</b> 20020 <b>Principal Contact :</b> Eric Wimer <b>Vendor Contact Phone:</b> 703.930.9509 <b>Extension:</b>			
<b>FOR INFORMATION CONTACT THE BUYER</b>			
David H Pauline 304-558-0067 david.h.pauline@wv.gov			
<b>Vendor Signature X</b> <i>Amit Bahadur</i> Amit Bahadur, President <b>FEIN#</b> 47-1729825 <b>DATE</b> 9/23/2025			

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



### 3. Vendor Response for RFQ Requirements in Section 3.0 General Requirements

#### 3.1 Contract Items and Mandatory Requirements

Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

##### 3.1.1 Cloud-Based Storage

###### 3.1.1.1 Must provide 48TB of cloud-based backup storage

We will provide 48TB of cloud-based backup storage utilizing the existing cloud infrastructure already in place under Tharseo IT's contract with the West Virginia Tax Division. This infrastructure is built to support a wide variety of data types, ensuring that all information generated by the General Tax system can be securely stored and managed within OCI. The environment is fully scalable, allowing for seamless expansion as storage needs grow, without disruption to operations or additional complexity for the agency

###### 3.1.1.2 Must be able to automate and schedule backups

Our solution fully supports the automation and scheduling of backups for all compute servers, virtual machines (VMs), and databases. This ensures that all backup processes are seamlessly managed without requiring manual intervention. This functionality is integrated into the existing cloud infrastructure under Tharseo IT's contract with the West Virginia Tax Division, providing the agency with an automated, reliable backup system at no additional implementation cost, as it is already covered within the cloud services fees under the current agreement.

###### 3.1.1.3 Must have fast and reliable data restoration options

Our solution provides fast and reliable data restoration options across all environments, including compute VMs and databases, ensuring that critical data is recoverable quickly when needed. For compute instances and virtual machines (VMs), Oracle Cloud utilizes block-level snapshots and backup services to ensure that data can be restored to the exact point in time of the last backup. These snapshots can be quickly deployed to restore entire compute instances, minimizing downtime and ensuring business continuity.

For Oracle Database Cloud Service, we leverage Oracle's native database backup and restore features, including RMAN (Recovery Manager) for Oracle databases, which ensures that your data can be recovered efficiently at both the table and full database levels. This feature is fully automated and managed through OCI, reducing the need for manual intervention and speeding up the recovery process.

For Microsoft SQL Server workloads running in OCI, we employ SQL Server's native backup capabilities, leveraging both full and incremental backups, as well as transaction log backups, to support point-in-time recovery. These backups are stored securely in OCI Object Storage, enabling flexible recovery options ranging from individual databases to complete SQL Server instances. The process integrates with OCI's automation capabilities, ensuring backups occur consistently and are quickly recoverable when needed.

All of these restoration capabilities are fully integrated into the cloud infrastructure provided under Tharseo IT's existing contract with the West Virginia Tax Division. This means there is no additional cost to the



agency outside of the storage the new backups are leveraging, as these services are already covered within the cloud services fees the agency has paid for under the current agreement. Whether recovering a single VM, an entire compute instance, an Oracle database, or a SQL Server database, the agency will benefit from fast, reliable, and seamless recovery, ensuring minimal disruption in case of data loss or system failure.

#### 3.1.1.4 Must have End-to-encryption (both in transit and at rest)

Our solution provides end-to-end encryption, ensuring that all data is encrypted both in transit and at rest, safeguarding sensitive information throughout its lifecycle. For data in transit, Oracle Cloud employs industry-standard encryption protocols such as TLS (Transport Layer Security) to protect data as it moves between systems, preventing unauthorized interception. For data at rest, Oracle Cloud utilizes AES-256 encryption to ensure that all stored data remains secure, whether it's in databases, compute instances, or backup storage.

These robust encryption features are fully integrated into the cloud infrastructure under Tharseo IT's existing contract with the West Virginia Tax Division, so the agency benefits from this high level of security without incurring any additional cost. The encryption mechanisms are managed and enforced automatically, ensuring compliance with best practices for data protection without requiring manual intervention from the agency.

#### 3.1.1.5 Must support SSH file support protocol

Our solution fully supports the SSH File Transfer Protocol (SFTP), enabling secure file transfers between systems. This protocol ensures that files are transmitted over a secure, encrypted channel, safeguarding data from unauthorized access or tampering during transit. Additionally, Oracle Cloud Infrastructure (OCI) includes Cloud Shell, a built-in, browser-based terminal that allows users to securely manage and transfer files within the OCI console using SFTP, further simplifying secure file handling without the need for external tools.

The agency can confidently rely on secure file transfers and Cloud Shell for efficient file management, ensuring compliance with data protection standards.

#### 3.1.1.6 Must have multi-region replication

Our solution currently supports multi-region replication as part of the existing contract, where data is being replicated from the US Gov Ashburn region to the US Gov Phoenix region. This ensures high availability, durability, and disaster recovery for the West Virginia Tax Division's critical data. In addition to these two regions, multi-region replication can be extended to other Oracle Cloud Infrastructure (OCI) regions if required, providing further flexibility to meet the agency's evolving needs.

This functionality is already integrated into the cloud infrastructure under Tharseo IT's existing contract with the West Virginia Tax Division, so the agency will not incur any additional costs for this service. It is already covered within the cloud services fees the agency has paid for under the current agreement, ensuring the agency benefits from enhanced data resilience without additional charges.

#### 3.1.1.7 Must have User access controls and audit logging

Our solution includes robust user access controls and audit logging to ensure that only authorized individuals can access and manage critical data. With OCI's identity and access management (IAM) features, we can define granular access permissions based on roles, ensuring that users only have access to the data



and systems necessary for their responsibilities. Additionally, OCI's native audit logging capabilities track all user actions, providing detailed records of who accessed or modified data and when.

These user access controls, and audit logs are fully integrated into the existing cloud infrastructure under Tharseo IT's contract with the West Virginia Tax Division. This means there is no additional cost to the agency, as these features are already covered within the cloud services fees the agency has paid for under the current agreement. The agency will benefit from comprehensive access management and audit trails, ensuring compliance with security and regulatory requirements.

#### 3.1.1.8 Must be housed in FEDRAMP Medium or higher data Centers

Our solution is hosted within Oracle Cloud Infrastructure's (OCI) U.S. Government Cloud regions, which are accredited at the FedRAMP High impact level by the Joint Authorization Board (JAB). These regions—US Gov East (Ashburn, VA) and US Gov West (Phoenix, AZ)—are designed to meet the stringent security and compliance requirements necessary for handling sensitive government data (<https://www.oracle.com/corporate/cloud-compliance/>).

Specifically, WV Tax's deployments reside in the OC2 realm, which is FedRAMP High authorized and supports services at Impact Level 4 (IL4). This environment ensures that all data is processed and stored in compliance with federal standards, providing the highest levels of security and data protection.

Additionally, all operations within these regions are conducted by U.S. persons, and all data remains within the continental United States, ensuring full compliance with data sovereignty requirements.

In comparison to other cloud providers, Oracle's FedRAMP High environment offers these capabilities at no extra cost, ensuring that the West Virginia Tax Division benefits from robust security and compliance without incurring additional fees.

#### 3.1.1.9 Data must never be transmitted out of the continental United States.

Our solution is hosted within Oracle Cloud Infrastructure's (OCI) U.S. Government Cloud regions, specifically the US Gov East (Ashburn, VA) and US Gov West (Phoenix, AZ) data centers, which are fully FedRAMP High authorized. All data is stored and processed within these data centers, ensuring that no data is transmitted outside the continental United States.

OCI's U.S. Government Cloud regions are designed to comply with strict data sovereignty regulations, guaranteeing that your data remains within the U.S. and under U.S. jurisdiction. This commitment to data residency is a critical part of the service, and the West Virginia Tax Division can rest assured that all data will always remain within these designated U.S. regions.

#### 3.1.1.10 Must provide scalability to accommodate future data Growth

Our solution is built on the highly scalable Oracle Cloud Infrastructure (OCI), which provides flexibility to expand storage capacity seamlessly as the West Virginia Tax Division's data requirements grow. Whether it's increasing storage for backups, adding new compute resources, or expanding database capacity, OCI's elastic architecture allows for on-demand scalability without disruption to operations.

The existing cloud infrastructure under Tharseo IT's contract is fully capable of accommodating future data growth, ensuring that the agency can scale efficiently and cost-effectively as needed. As the data storage requirements increase, the West Virginia Tax Division can easily scale up or out, with no additional

complexity involved.

#### 4. Pricing Sheet with Exhibit A

Our proposed pricing structure in the table below for Cloud-Based Storage Services is designed to provide full transparency and cost efficiency. The monthly charge reflects only the storage component, as all other listed operations (including write, list, read, container management, and SFTP access) are inherently included in Oracle Cloud Infrastructure (OCI) and therefore incur no additional cost. The Upfront cost covers the professional services required to configure and provision the storage environment on OCI for the GenTax systems, ensuring a secure and seamless setup. As a result, the total bid amount represents a complete and inclusive solution, with no hidden or unexpected charges beyond the storage usage specified.

#### Summary of Upfront Costs

The upfront costs for implementing Object Storage on OCI are tied to the one-time setup and configuration effort required to provision and secure the storage environment. These costs reflect professional services for design, governance, and initial integration to ensure a fully functional and compliant solution.

#### Key Activities Included in Upfront Work:

- **Provisioning & Configuration:** Create the storage bucket in the correct compartment/region, set access type, and define lifecycle rules.
- **Optional Features:** Configure replication buckets for redundancy (cross-region or cross-tenancy).
- **Networking & Security:** Review security lists and policies to ensure safe connectivity (minimal networking setup required).
- **Integration & Testing:** Connect applications/services to the bucket using pre-authenticated requests, API keys, or service principals, and validate read/write operations.
- **Data Governance:** Support for policy/data governance design and initial data migration.

### Exhibit A - Pricing Page - CRFQ TAX26\*02

#### Cloud Based Storage Services

Item #	Part Number	Item Description	Unit of Measure	Quantity	Unit Cost	Price Per Month (Quantity X Unit Cost)	Extended Price (Price per month x 12)
3.1.1	B91628, B91627	Cloud-Based Storage Monthly Charge	TB	48	\$17.21	\$826.2	\$9,914.40
3.1.1	B91628, B91627	Write Operations x10,000 Monthly Charge	Each	10	\$0	\$0	\$0
3.1.1	B91628, B91627	List and Create Container Operations Monthly Charge	Each	10	\$0	\$0	\$0



3.1.1	B91628, B91627	Read Operations Monthly Charge	Each	10	\$0	\$0	\$0
3.1.1	B91628, B91627	All Other Operations Monthly Charge	Each	10	\$0	\$0	\$0
3.1.1	B91628, B91627	SFTP for the Storage Account Monthly Charge	Hours	730	\$0	\$0	\$0
3.1.1	B91628, B91627	Upfront Costs	Hours	20	\$150	\$3000	\$3000
						<b>Total Bid Amount</b>	<b>\$12,914.40</b>



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

State of West Virginia  
Centralized Request for Quote  
Info Technology

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BID RECEIVING LOCATION

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

VENDOR

**Vendor Customer Code:** VS0000020347  
**Vendor Name :** Capital Consulting LLC DBA Tharseo IT  
**Address :** Tharseo IT  
**Street :** 1205 Marion Barry Ave SE STE 203  
**City :** Washington  
**State :** DC **Country :** USA **Zip :** 20020  
**Principal Contact :** Eric Wimer  
**Vendor Contact Phone:** 703.930.9509 **Extension:**

FOR INFORMATION CONTACT THE BUYER

David H Pauline  
304-558-0067  
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**Vendor** *Amit Bahadur*  
**Signature X** Amit Bahadur, President **FEIN#** 47-1729825 **DATE** 9/23/2025

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