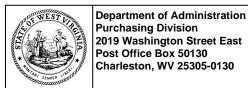


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

Bid Fax: 304-558-3970

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.





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 ESR09232500000002171
 1

VENDOR

000000195808

CARAHSOFT TECHNOLOGY CORP

Solicitation Number: CRFQ 0702 TAX2600000002

Total Bid: 42477.59999999999854480847716 Response Date: 2025-09-23 Response Time: 13:18:44

Comments:

FOR INFORMATION CONTACT THE BUYER

David H Pauline 304-558-0067 david.h.pauline@wv.gov

Vendor Signature X

FEIN#

DATE

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

Date Printed: Sep 23, 2025 Page: 1 FORM ID: WV-PRC-SR-001 2020/05

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Cloud Storage for GenTax	12.00000	MO	3539.800000	42477.60

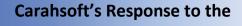
Comm Code	Manufacturer	Specification	Model #	
81162000				

Commodity Line Comments: Please see pricing sheet outlined in RFQ response for additional insights.

Extended Description:

Cloud Storage for GenTax

Date Printed: Sep 23, 2025 Page: 2 FORM ID: WV-PRC-SR-001 2020/05



The West Virginia Tax Division

Request for Quote

Open Ended Contract for Cloud-Base Storage Services

Solicitation #CRFQ-0702-TAX2600000002

Tuesday, September 23, 2025

Solution Provided By



Carahsoft Technology Corporation

11493 Sunset Hills Road, Suite 100 Reston, VA 20190 888.662.2724 | www.carahsoft.com

Primary Point of Contact

Mark Heerens | Account Representative 571.662.3345 | Mark.Heerens@carahsoft.com

Secondary Point of Contact

Proposals@carahsoft.com



September 23, 2025

The West Virginia Tax Division 2019 Washington ST. E, Charleston, WV 25305, US

Re: Carahsoft's Response to The West Virginia Tax Division's Request for Quote: Open Ended Contract for Cloud-Base Storage Services, Solicitation #CRFQ-0702-TAX2600000002

Dear David H. Pauline,

Carahsoft Technology Corp. appreciates the opportunity to respond to The West Virginia Tax Division(Agency)'s Request for Quote (RFQ): Open Ended Contract for Cloud-Base Storage Services. Carahsoft is proposing Amazon Web Services. which fully meets the Agency's requirements for Open Ended Contract for Cloud-Base Storage Services. Our team has reviewed and considered the Agency's requirements outlined in the RFQ and has carefully put together a solution that will best meet your needs.

Carahsoft, The Trusted Government IT Solutions Provider®, is responding as the reseller for Amazon Web Services. As the Master Government Aggregator® for our vendor partners, Carahsoft has combined extensive knowledge of the technologies we provide with a thorough understanding of the government procurement process, to analyze needs, provide configuration support, simplify the ordering process, and offer special government pricing since 2004. Working with resellers, systems integrators and consultants, our sales and marketing teams provide industry leading IT products, services, and training to support Public Sector organizations across Federal, State and Local Government agencies, Education, and Healthcare markets.

Please feel free to contact me directly at 571.662.3345/<u>Mark.Heerens@carahsoft.com</u> or Jonathan Cavero at 571.662.4642/<u>Jonathan.Cavero@carahsoft.com</u> with any questions or communications that will assist Agency in the evaluation of our response. This proposal is valid for 90 days from the date of submission.

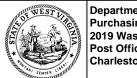
Thank you for your time and consideration.

Sincerely,

.

Mark Heerens

Mark Heerens Account Representative



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

Proc Folder: 1782546

Reason for Modification:

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

Addendum No. 1

Proc Type:

Central Master Agreement

Date Issued Solicitation Closes Solicitation No

Version

2025-09-16

2025-09-23 13:30

0702

CRFQ

TAX2600000002

2

BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON WV 25305

US

VENDOR

Vendor Customer Code: 000000195808

Vendor Name: Carahsoft Technology Corporation

Address: 11493 Sunset Hills Rd. Suite 100

Street: Sunset Hills Rd.

City: Reston

State: Virginia Country: USA Zip: 20190

Principal Contact: Mark Heerens | Account Representative

Vendor Contact Phone: 571.662.3345 Extension: N/A

FOR INFORMATION CONTACT THE BUYER

David H Pauline 304-558-0067

david.h.pauline@wv.gov

Vendor Signature X

FEIN# 52-2189693

DATE 9/22/2025

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

Date Printed: Sep 16, 2025 Page: 1 FORM ID: WV-PRC-CRFQ-002 2020/05

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EXECUTIVE SUMMARY

Solution Overview

Carahsoft understands that The West Virginia Tax Division is seeking to establish an open-end contract for a cloud-based backups. As the Prime Contractor, Carahsoft has assembled a team for the initiative that includes our Solution Provider, **Amazon Web Services**, as the best solution to meet Agency's requirements.

Prime Contractor: Carahsoft Technology Corp.

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®. Founded in 2004 and based in Reston, Virginia, the company works with a robust and growing ecosystem of thousands of reseller partners, system integrators, IT solutions providers and a deep portfolio of contract vehicles, Carahsoft proactively markets, sells, and distributes emerging and leading IT solutions to government markets in the U.S. and Canada, as well as education, healthcare, critical infrastructure, not-for-profit and commercial markets.

Technology Portfolio: As the Master Government Aggregator® for our vendor and reseller partners, we deliver solutions for 5G, Al and Machine Learning, Customer Experience and Engagement, Cybersecurity, DevSecOps, Education, FedRAMP Technologies, Geospatial, Healthcare Technology, Law Enforcement Technology, Mobility, MultiCloud, Open Source, Training Technology, Zero Trust and more.

Proven Execution: Carahsoft has deep expertise in government contracting and procurement. We manage and maintain a wide variety of government-wide and agency-specific purchasing contract vehicles and purchasing agreements for agencies at the state, local, and federal levels. As a result, we now serve as the largest government partner for the majority of our vendors, who have also entrusted other major aspects of their businesses to Carahsoft including partner enablement, commercial sales, renewals and upsell, and help desk services.

Partner Enablement: Our partner ecosystem encompasses more than 4,000+ government contractors, resellers, and integrators who we support and enable with an entire suite of value-added opportunities that run the gamut from training/certification and pre-sales support to lead generation and business development.

Growth And Stability: A stable, conservative, and profitable company, Carahsoft has demonstrated impressive growth year after year, with annual revenue of \$3.4 million in our first year in 2004 to over \$18.9 billion in 2024. In September of 2024, our team of dedicated, highly trained marketing, sales, contracting, and business operations experts processed 24,539 orders worth more than \$3.3 billion.

Awards And Recognition: In recognition of our accomplishments, Carahsoft has received hundreds of awards for service excellence, business performance, and leadership from our customers, partners, and industry. For more information on the hundreds of awards we have received please visit our website at https://www.carahsoft.com/awards.

















Solution Provider: Amazon Web Services

Amazon has a long history of using a decentralized IT infrastructure. This has enabled our development teams to access compute and storage resources on demand, and it has increased overall productivity and agility. By 2005, Amazon had spent over a decade and millions of dollars building and managing the large-scale, reliable, and efficient IT infrastructure that powers one of the world's largest online retail platforms. Amazon launched Amazon Web Services, Inc. (AWS) so that other organizations could benefit from Amazon's experience and investment in running a large-scale, distributed, transactional IT infrastructure. AWS has been operating since 2006 and now serves millions of active customers every month worldwide.

Using AWS, customers can requisition compute power, storage, and other services in minutes and have the flexibility to choose the development platform or programming model that makes the most sense for the problems they are trying to solve. Customers pay only for what they use, with no upfront expenses or long-term commitments, making AWS a cost-effective way to deliver applications.

The Differences that Distinguish AWS

AWS is readily distinguished from other vendors in the traditional IT computing landscape because it is:

- Flexible. AWS enables organizations to use the programming models, operating systems, databases, and architectures with which they are already familiar. In addition, this flexibility helps organizations mix and match architectures in order to serve their diverse business needs.
- Cost effective. With AWS, organizations pay only for what they use, without upfront costs or longterm commitments.
- Scalable and elastic. Organizations can quickly add and subtract AWS resources to and from their applications in order to meet customer demand and manage costs.
- Innovative. AWS launched 1,430 new features and services in 2017. (Refer to Figure 1 for a sample services diagram.) Our pace of innovation is funded and sustained through our economies of scale and commitment to delivering the products and services that matter most to our customers. Our continual innovation ensures that customers maintain state-of-the-art IT infrastructure without having to make recapitalization investments.
- Secure. In order to provide end-to-end security and end-to-end privacy, AWS builds services in accordance with security best practices, provides the appropriate security features in those services, and documents how to use those features.
- **Experienced**. When using AWS, organizations can leverage AWS's many years of experience delivering large-scale, global infrastructure in a reliable, secure fashion.





GENERAL REQUIREMENTS:

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.

1. Cloud-Based Storage:

AWS will provide the Agency with cloud-based storage solutions that meet and exceed the mandatory requirements. Using Amazon S3 with AWS Backup, the Agency will receive a minimum of 48TB of secure, scalable storage with automated and scheduled backup capabilities. Data restoration is fast and reliable through point-in-time recovery options, while end-to-end encryption is enforced for both in transit and at rest data using AWS Key Management Service (KMS). Secure transfer protocols, including SFTP over SSH, are supported through the AWS Transfer Family, ensuring compliance with the requirement for SSH file support. Additionally, multi-region replication is available to enhance disaster recovery and resiliency.

AWS ensures that all data is housed within FedRAMP Moderate and High authorized data centers, specifically through AWS GovCloud (US), guaranteeing that data never leaves the continental United States. Access is secured with IAM-based user access controls and full audit logging through CloudTrail and AWS Config for accountability and compliance. Amazon S3 provides virtually unlimited scalability to accommodate future data growth without disruption. By leveraging these AWS services, the Agency will have a compliant, secure, and future-ready storage environment.

AWS will provide the Agency with the following services and capabilities that meet or exceed the mandatory requirements outlined in the solicitation:

a. Must provide 48TB of cloud-based backup storage

AWS services such as Amazon S3 (Simple Storage Service) and AWS Backup will be provisioned to support a minimum of 48TB of cloud-based backup storage, with the ability to expand as needed.

https://aws.amazon.com/s3/features/#topic-0

b. Must be able to automate and schedule backups

AWS Backup enables centralized backup management across AWS services with automated policies and scheduling for continuous compliance. https://docs.aws.amazon.com/aws-backup/latest/devguide/s3-backups.html

c. Must have fast and reliable data restoration options

AWS Backup provides point-in-time recovery and fast restoration of data from Amazon S3, Amazon EBS, Amazon RDS, DynamoDB, and other supported services. https://docs.aws.amazon.com/AmazonS3/latest/userguide/disaster-recovery-resiliency.html





d. Must have End-to-encryption (both in transit and at rest)

AWS services encrypt data at rest using AWS Key Management Service (KMS) and provide TLS 1.2+ for encryption in transit. Customers can manage encryption keys or use AWS-managed keys.

https://docs.aws.amazon.com/AmazonS3/latest/userquide/UsingEncryption.html

e. Must support SSH file support protocol

AWS Transfer Family supports secure file transfers directly into and out of Amazon S3 or Amazon EFS using SFTP, FTPS, and FTP over SSH protocols. https://docs.aws.amazon.com/transfer/latest/userguide/what-is-aws-transfer-family.html

f. Must have multi-region replication

Amazon S3 Cross-Region Replication (CRR) and AWS Backup Cross-Region Copy support data replication across multiple regions for resiliency and disaster recovery. https://docs.aws.amazon.com/AmazonS3/latest/userguide/replication.html

g. Must have User access controls and audit logging

AWS Identity and Access Management (IAM) enforces fine-grained access controls. AWS CloudTrail and AWS Config provide detailed audit logging of access and changes for compliance and security monitoring.

https://docs.aws.amazon.com/AmazonS3/latest/userquide/security.html

h. Must be housed in FEDRAMP Medium or higher data centers

AWS GovCloud (US) Regions and AWS US East/West commercial regions hold FedRAMP Moderate, High, and DoD SRG compliance authorizations, ensuring the data is stored in certified environments.

https://aws.amazon.com/compliance/services-in-scope/FedRAMP/

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

AWS GovCloud (US) ensures data is stored and processed only within the continental United States, with no data transmitted outside these boundaries. https://docs.aws.amazon.com/prescriptive-guidance/latest/strategy-aws-semicon-workloads/meeting-data-residency-requirements.html

j. Must provide scalability to accommodate future data Growth

Amazon S3 provides virtually unlimited scalability, allowing storage capacity to grow seamlessly as Agency requirements expand. https://aws.amazon.com/s3/faqs/#topic-0





PRICING PAGES

Vendor should complete the Pricing Pages by completing Exhibit A in its entirety. Vendor should complete the Pricing Pages in their entirety as failure to do so may result in Vendor's bids being disqualified.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Please see our completed Exhibit A - Pricing Pages sheet attached separately.

AWS acknowledges that the Pricing Pages contain a list of the Contract Items and estimated purchase volumes, and affirms that these volumes are projections only, with no guarantee of actual usage. AWS cloud services are provided on a scalable, consumption-based model, enabling the Agency to only pay for the services it uses while maintaining the flexibility to scale up or down as needed. AWS, through Carahsoft, will support the completion of the Pricing Pages to ensure transparent pricing aligned with Agency requirements, while also emphasizing the value of AWS's flexible pricing models to meet fluctuating demand.

- Recognizes estimated purchase volumes are projections only
- Provides scalable, consumption-based pricing for actual usage
- Ensures transparent pricing through Carahsoft submission of Exhibit A
- Supports Agency flexibility to scale up or down as needed





CONTRACT MANAGER

During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

AWS, through its authorized government partner Carahsoft Technology Corp., will designate and maintain a dedicated Contract Manager responsible for overseeing all responsibilities under this Contract. The Contract Manager will serve as the primary point of contact during normal business hours to address customer service inquiries, contract performance matters, or any other issues related to this agreement.

Contract Manager						
Name:	Mark Heerens					
Telephone Number:	571.662.3345					
Fax Number:	N/A					
Email Address:	Mark.heerens@carahsoft.com					





EXCEPTIONS AND CLARIFICATIONS

The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

Carahsoft has no exceptions, clarifications, or other proposed modifications at this time.





INSURANCE

Please see our provided Proof of Insurance on the following page.







CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 9/18/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

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Ма	rsh & McLennan Agency LLC				PHONE FAX					
	51 Pinnacle Drive, Šuite 1800 Lean VA 22102				E-MAIL	ss: macertific	+-∪∠00 :ates@marsh	mma com		
IVIO	LCG11 V/(22102				INSURER(S) AFFORDING COVERAGE				NAIC#	
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	2019 Washington St E Charleston wy 25305				AUTHORIZED REPRESENTATIVE					



September 18, 2025

WV Department of Administration 2019 WASHINGTON ST E CHARLESTON WV 25305

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Enclosed please find a Certificate Of Insurance for the above referenced Policyholder. Please contact us if you have any questions or concerns.

Sincerely,

Your Hartford Service Team



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 09/18/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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AUTO DATA PROCESSING INS AGCYINC 76250717 71 HANOVER ROAD							`) 524-7024		FAX (A/C, No):	(800) 52	24-4013		
71 H	IANOVER	ROAD					(A/C, No, Ext): E-MAIL ADDRESS:			(A/C, NO).				
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								AUTHORIZED REP	RESENTATIVE					
								Sugan S. Castaneda						

ADDENDUMS

Please see our signed and completed Addendum Acknowledgement Form on the following page.





ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: CRFQ TAX2600000002

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the

necessary revisions to my proposal, plans and/or specification, etc.									
Adden	ıdum N	umbers Received:							
(Check	the bo	x next to each addendum rece	ived)						
	\boxtimes	Addendum No. 1		Addendum No. 6					
		Addendum No. 2		Addendum No. 7					
		Addendum No. 3		Addendum No. 8					
		Addendum No. 4		Addendum No. 9					
		Addendum No. 5		Addendum No. 10					
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			Carah	soft Technology Corporation					
				Company					
	The Ranach								
			•	Authorized Signature					
			9/22/2	.025					
				Date					

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

IN SUMMARY

Carahsoft Technology Corporation and Amazon Web Services appreciate the opportunity to offer this solution for Agency's initiative.

The Carahsoft Team has proposed a superior and cost-effective solution that fully complies with Agency's requirements set forth in Open Ended Contract for Cloud-Base Storage Services Solicitation #CRFQ-0702-TAX260000002. We understand the importance of your project goals, and we are confident you will benefit from this solution and our expertise.

Carahsoft looks forward to the opportunity to speak with you regarding the details of this proposal, as well as the opportunity to work with The West Virginia Tax Division on this project.





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)
3.1.1		Cloud-Based Storage Monthly Charge	ТВ	48	\$ 22.61	\$ 1,085.18
3.1.1		Write Operations x10,000 Monthly Charge	Each	10	\$ 0.01	\$ 0.05
3.1.1		List and Create Container Operations Monthly Charge	Each	10	\$ 34.13	\$ 341.25
3.1.1		Read Operations Monthly Charge	Each	10	\$ 0.00	\$ 0.00
3.1.1		All Other Operations Monthly Charge	Each	10	\$ 6.28	\$ 62.78
3.1.1		SFTP for the Storage Account Monthly Charge	Hours	730	\$ 2.81	\$ 2,050.54
3.1.1		Upfront Costs	Each		\$ -	\$ -
						Total Bid Amount