



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

Request for Quotation

RFQ NUMBER

ENCRYPT08

PAGE

1

ADDRESS CORRESPONDENCE TO ATTENTION OF

JO ANN ADKINS
304-558-8802

infoLock Technologies o/b/o
GuardianEdge Technologies
1901 N Fort Myer Drive
Suite 1016
Arlington, VA 22209

ALL STATE AGENCIES
AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS		
11/16/2007						
BID OPENING DATE: 12/19/2007		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR QUOTATION						
THE PURCHASING DIVISION IS SOLICITING BIDS FOR ENCRYPTION SOLUTIONS ACCORDING TO THE ATTACHED SPECIFICATIONS FOR ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.						
AWARD SHALL BE BASED ON THE LOWEST MOST RESPONSIBLE BID.						
SUCCESSFUL VENDOR MUST SIGN THE ATTACHED NO DEBT AFFIDAVIT PRIOR TO AWARD. ALL VENDORS SHOULD SIGN AND INCLUDE THE FORMS WITH THEIR BIDS.						
INQUIRES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON WEDNESDAY, NOVEMBER 28, 2007. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO: JO ANN ADKINS DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305 FAX: 304-558-4115 EMAIL: JOADKINS@WVADMIN.GOV						
ATTACHMENT: ENCRYPT08 SPECIFICATIONS PURCHASING AFFIDAVIT WV-96 AGREEMENT						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE

TELEPHONE

703.504.9000 x219

DATE

12/16/07

TITLE

CEO

FAX

73-1724401

ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		099-00-01-001		
ENCRIPTION MASTER LICENSE AGREEMENT						
EXHIBIT 3						
LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.						
UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.						
RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.						
CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE		TELEPHONE		DATE		
TITLE		FEIN		ADDRESS CHANGES TO BE NOTED ABOVE		

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OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.) QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. 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. ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT. BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER. THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
REV. 04/11/2001						
PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.						
VENDOR PREFERENCE CERTIFICATE						
CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).						
A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:						
() BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR						
() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY I WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4)						
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YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR () BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION. B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED: () BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID; OR () BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID. BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH						
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PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER. BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL. UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY. BIDDER: INFOLOCK TECHNOLOGIES (O/B/O GUARDIANEDGE TECH.) DATE: 12/16/07 SIGNED: [Signature]						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE		TELEPHONE			DATE	
TITLE		FEIN			ADDRESS CHANGES TO BE NOTED ABOVE	

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
TITLE: CEO						
* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)						
NOTICE						
A SIGNED BID MUST BE SUBMITTED TO: DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:						
SEALED BID						
BUYER:					FILE 42	
RFQ. NO.:					ENCRYPT08	
BID OPENING DATE:					12/19/2007	
BID OPENING TIME:					1:30PM	

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- 877-605-8482 ----- CONTACT PERSON (PLEASE PRINT CLEARLY): ----- SEAN P. STEELE -----						
***** THIS IS THE END OF RFQ ENCRYPT08 ***** TOTAL:						#1,199,840.00

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REQUEST FOR QUOTATION SWC-ENCRYPTION

The Acquisition and Contract Administration Section of the Purchasing Division "State" for the West Virginia Office of Technology, Office of Technology (WVOT) is soliciting quotations for an encryption solution. This solution must also provide for a total of up to 16,000 licenses to be purchased for the Executive Branch in various quantities over a one year period, with other governmental entities possibly purchasing a total of up to 30,000. This solution must be a total cost of ownership solution based upon the cost of a license and two additional years of support. Potential users of this contract may include state agencies, community colleges, institutions, counties, municipalities, public schools, and other local government entities.

The product bid must be in the Leaders quadrant of the Gartner Magic Quadrant for Mobile Data Protection 2007. If an authorized reseller is awarded this contract, a license agreement and on-going support agreement must be negotiated between the software manufacturer and the State.

Any procurement from this contract will require a State Contract Order (WV-39). Any procurement exceeding \$10,000 will require approval from IS&C and the Chief Technology Officer. The Vendor must provide to the State Purchasing Division and Office of Technology quarterly reports showing all purchases made under this contract. This report must show the agency procuring the software, the amount of software procured, and the dollars spent by the agency.

The State reserves the right to utilize inter-state agreements, such as the Western States Contracting Alliance (WSCA), to purchase equipment, outside of the terms and conditions of any contract resulting from an award of this RFQ, pursuant to West Virginia State Code, Section §5A-3-19. The State may make the products and services requested in this RFQ available to county and local municipalities, as well as any other official boards and commissions deemed eligible as legitimate, governmental entities.

Encryption

- The solution must provide Full Disk Encryption (FDE) and File/Folder Encryption System (FES).
- The solution must provide a capability to automatically encrypt data that is transferred to removable storage media, for example, CD/DVD, USB pin-drives, tapes, external hard drives, etc., without user intervention or circumvention
- The solution's process for encryption and decryption of data must be configurable to be transparent to user
- Solution must use a NIST approved random number generator for key generation
- The solution must allow data from an encrypted source to be decrypted to allow transfer of data unencrypted to another destination, by an authorized administrator
- The solution must support distribution of encrypted data to trusted or business partners for data exchange using authenticated self extraction
- The solution must provide FDE and FES under a single solution management console
- Solution must be capable of file compression and encryption in a single step by the user

Authentication

- Solution shall allow the administrators to set a configurable limit for pre-boot logon attempts and invokes lockout for failed logon attempts after exceeding the limit
- Solution must support password based pre-boot authentication

Administration

- The solution must allow multiple users of the same laptop or device
- Solution shall have the capability to allow administrators to provide remote assistance to users who are locked out
- Solution shall have the capability to allow administrators to configure the solution for decryption and uninstall of encryption solution by an authorized administrator only
- Solution shall prohibit providing vendor's ability to access, modify, or decrypt data

PLEASE SEE ATTACHED FOR VENDOR RESPONSE

- Solution must not interfere with imaging of hard drive after encryption solution is installed (subject to testing prior to award)
- Solution must not interfere with Restoration/Recovery of encrypted data from backup media (subject to testing prior to award)
- Solution must not interfere with full disk data erasure tools (subject to testing prior to award)
- The solution is capable of secure escrow and recovery of the symmetric encryption key
- If the solution requires modification of the Master Boot Record, it shall be validated by the pre-boot environment
- The solution's encryption/decryption process must occur without loss or corruption of data or content modification
- Solution must be capable of encrypting swap, free, slack, temp, and Internet temp files
- Solution must allow modification of boot authentication screen by administrators to reflect State Agency warning banners
- The solution shall allow the administrator to enforce complex passwords to include a minimum of 9 characters in length, upper and lower case, alphanumeric, and special characters
- Solution must have the ability to allow administrators to maintain administrator password for pre-boot authentication for each system
- Solution must not conflict with the host based security solutions running simultaneously on a mobile computing device such as Host Intrusion or Prevention Systems (HIDS or HIPS), Firewalls, and Anti-virus.
- Solution must be capable of silent and remote installation and updates of the product(s)
- During the solution's encryption/decryption process, if the process is interrupted, the product must be capable of resuming the process from point of disruption
- Solution must support or have built-in auditing, monitoring, analysis, and reporting capabilities (customizable reports are preferred)
- Solution shall allow logging of access events to the product and encrypted data (success and failure)
- Solution must allow export of encrypted file that contains system generated full volume encryption key
- Solution must allow authorized user to validate disk encryption has occurred and is maintained
- Solution must support pre-boot integrity
- Solution must provide open APIs or an SDK to support application integration
- The solution must support Single Sign-On (simultaneous pre-boot and O/S login)

Management Console

- The solution's administrator management console must allow for failover functionality (fault tolerance/redundancy)
- The solution's administrator management console must support capability to add/modify/delete admin users
- The solution shall provide the capability to set a limit on the number of unsuccessful consecutive login attempts to the administrator management console and invokes lockout for exceeding the limit
- The solution's administrator management console must support retrieval of computer, user, and user-group information from Active Directory
- Solution shall support secure remote management of devices to support remote users
- Solution shall support secure remote access to the administrator management console for administrators
- The solution's administrator management console must be scalable to support large enterprise environments
- The solution's administrator management console must permit multiple administrator logins for simultaneous access
- The solution's administrator management console must support retrieval of computer, user, and user-group information from LDAP Servers
- The solution or encryption system must be configurable to not interfere with remote distribution and full installation of applications, patches, and updates while connected to the network, and without user intervention
- The solution or encryption system shall allow administrator to configure solution to enforce sanitization, 'wipe' or key destruction to render the data unusable.

PLEASE SEE ATTACHED FOR VENDOR RESPONSE

Support

- Under software maintenance agreement, vendors must notify the State and deliver product within 10 working days of commercial release for new updates
- For every solution patch or upgrade release, vendor must provide verification that the solution still meets all of the initial requirements
- Vendor must provide several technical support delivery options, to include phone, online, onsite, etc.
- Vendor must provide one (1) administrator & one (1) user's guide in hard copy and in electronic formats (PDF) with unlimited reproduction privileges for internal purposes per order
- For every patch or upgrade release, new product releases must be backward compatible and be capable of using or decrypting previously encrypted data
- Vendor must provide troubleshooting guidance for solution under the support agreement
- Priority technical support (4 hr callback) must be provided for the solution for sixty days after completion of the installation. Standard technical support is to be available for the remainder of the contract
- Solution must provide user-friendly feedback messages when errors or warnings occur
- System installation documentation must include steps to verify proper operation upon completion of installation.

Licensing

- Licenses must be transferable within each State Agency
- Solution licenses must be perpetual
- Licenses must include home-use rights

Training

- Users should require minimal or no training to utilize the solution
- Vendor must provide administrative support training

Pricing

- All mandatory fees must be factored into the per license fee.
- This solution must be a total cost of ownership solution based upon the cost of a license and two additional years of support.
- The three-year cost (the initial year plus two additional years of support) must be the same for licenses purchased in year one and the licenses purchased at the end of year two.

Licensing Fees:

User license for Encryption Solution \$_____/ea

* Must include license fee and any support costs for three years after installation.
Any installation fees should be figured in with the license fee.

Licensing fee \$_____ X 16,000 (estimated quantity) = \$_____

Optional Fees:

Training / Installation / Configuration*

Remote \$_____ per hour Min. Billable Hours _____

On-site \$_____ per hour Min. Billable Hours _____

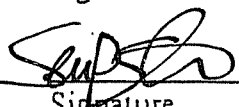
* This is for any additional training after initial installation.

PLEASE SEE ATTACHED FOR VENDOR RESPONSE

ATTACHMENT
P.O.# _____

This agreement constitutes the entire agreement between the parties, and there are no other terms and conditions applicable to the licenses granted hereunder.

Agreed

 12/16/07
Signature Date

CEO
Title

INFOLOCK TECHNOLOGIES
Company Name (O/B/O
GUARDIANEDGE TECH.)

Signature Date

Title

Agency/Division

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

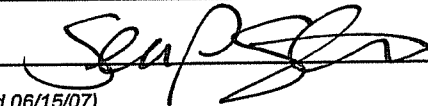
EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: INFO LOCK TECHNOLOGIES (O/B/O GUARDIANEDGE TECH.)

Authorized Signature:  Date: 12/16/07

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. **RECOUPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY** - Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Company Name: INFOLOCK TECHNOLOGIES
60810 GUARDIANEDGE TECHNOLOGIES

Signed: [Signature]

Title: CEO

Date: 12/16/07



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

Request for Quotation

RFQ NUMBER

ENCRYPT08

PAGE

1

ADDRESS CORRESPONDENCE TO ATTENTION OF

JO ANN ADKINS
304-558-8802

infoLock Technologies o/b/o
GuardianEdge Technologies
1901 N Fort Myer Drive
Suite 1016
Arlington, VA 22209

ALL STATE AGENCIES
AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS		
11/30/2007						
BID OPENING DATE: 12/19/2007		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
*****ADDENDUM NO. 1*****						
1. QUESTIONS AND ANSWERS. (2 PAGES)						
2. EXHIBIT 10 - ADDENDUM ACKNOWLEDGEMENT						
REQUISITION NO: ENCRYPT08						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S						
NO. 1.....						
NO. 2.....						
NO. 3.....						
NO. 4.....						
NO. 5.....						
I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *John P. [Signature]* TELEPHONE 703.504.9000 x219 DATE 12/16/07
TITLE CEO FEIN 73-1724401 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

Request for Quotation

RFQ NUMBER

ENCRYPT08

PAGE

2

ADDRESS CORRESPONDENCE TO ATTENTION OF

JO ANN ADKINS
304-558-8802

infoLock Technologies o/b/o
GuardianEdge Technologies
1901 N Fort Myer Drive
Suite 1016
Arlington, VA 22209

ALL STATE AGENCIES
AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/30/2007				

BID OPENING DATE: 12/19/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
------	----------	-----	--------	-------------	------------	--------

[Signature]
SIGNATURE
INFOLOCK TECHNOLOGIES (ON
BEHALF OF COMPANY
GUARDIANEDGE TECHNOLOGIES)
12/17/07
DATE

REV. 11/96

*****END OF ADDENDUM NO. 1*****

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

REQUIREMENTS SECTION	MEETS REQ?	EXPLANATION
ENCRYPTION		
The solution must provide Full Disk Encryption (FDE) and File/Folder Encryption System (FES).	Yes ☒	Yes, GuardianEdge Hard Disk (GEHD) provides Full Disk Encryption (FDE) and File/Folder Encryption System (FES).
The solution must provide a capability to automatically encrypt data that is transferred to removable storage media, for example, CD/DVD, USB pin-drives, tapes, external hard drives, etc. without user intervention or circumvention.	Yes ☒	Yes, GuardianEdge Removable Storage (GERS) provides the capability to automatically encrypt data that is transferred to removable storage media, for example, iPods, CD/DVD, USB pin-drives, external hard drives, etc. without user intervention or circumvention.
The solution's process for encryption and decryption of data must be configurable to be transparent to user	Yes ☒	Yes, the GuardianEdge Hard Disk (GEHD) process for encryption and decryption of data is configurable to be transparent to users.
Solution must use a NIST approved random number generator for key generation	Yes ☒	Yes, the GuardianEdge Hard Disk (GEHD) uses a NIST FIPS 140-2 approved random number generator for key generation. The FIPS 140-2 certificate can be viewed online here: http://tinyurl.com/ywlbhr
The solution must allow data from an encrypted source to be decrypted to allow transfer of unencrypted data to another destination, by an authorized administrator	Yes ☒	Yes, GuardianEdge Hard Disk (GEHD) allows data from an encrypted source to be decrypted to allow transfer of unencrypted data to another destination, by an authorized administrator.
The solution must support distribution of encrypted data to trusted or business partners for data exchange using authenticated self extraction	Yes ☒	Yes, GuardianEdge Hard Disk (GEHD) supports distribution of encrypted data to trusted or business partners for data exchange using authenticated, using self extraction (self extracting files).
The solution must provide FDE and FES under a single solution management console	Yes ☒	Yes, GuardianEdge Hard Disk (GEHD) provides FDE and FES under a single solution management console. This management console is a snap-in to Microsoft Management Console (MMC) and maintains a consistent, easy-to-use look and feel.
Solution must be capable of file compression and encryption in a single step by the user	Yes ☒	Yes, GuardianEdge Hard Disk (GEHD) is capable of file compression and encryption in a single step by the user.

REQUIREMENTS SECTION	MEETS REQ?	EXPLANATION
AUTHENTICATION		
Solution shall allow the administrators to set a configurable limit for pre-boot logon attempts and invokes lockout for failed logon attempts after exceeding the limit	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) allows the administrators to set a configurable limit for pre-boot logon attempts and invokes lockout for failed logon attempts after exceeding the limit. The number of allowable failed passwords in the preboot environment (even if SSO is enabled) can be set in the management console. After the number of failed passwords has been reached the administrator can set the length of the pause – which can be up to 999 minutes long – before a user is allowed to attempt to log in again. The Client Administrator is never locked out of the machine, and can regain access at any time.
Solution must support password based pre-boot authentication	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) supports password based pre-boot authentication, as well as multi-factor (token, biometric, etc.) authentication.
ADMINISTRATION		
The solution must allow multiple users of the same laptop or device	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) allows multiple users of the same laptop or device. In fact, it allows up to 50 now and in an upcoming release will allow an unlimited number of registered users.
Solution shall have the capability to allow administrators to provide remote assistance to users who are locked out	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) has the capability to allow administrators to provide remote assistance to users who are locked out -- either through a user self-service mechanism called "Authenti-Check" or through a helpdesk-mediated process known as "One Time Password". Both methods function when the encrypted machine is offline.
Solution shall have the capability to allow administrators to configure the solution for decryption and uninstall of encryption solution by an authorized administrator only	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) has the capability to allow administrators to configure the solution for decryption and uninstall of encryption solution by an authorized administrator only. Normal users have no ability to decrypt the hard drive or remove the GuardianEdge software.

Solution shall prohibit providing vendor's ability to access, modify, or decrypt data	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) prohibits vendor from accessing, modifying, or decrypting data. GuardianEdge and its partners have no access whatsoever to the deployed software or encrypted hard drives.
Solution must not interfere with imaging of hard drive after encryption solution is installed (subject to testing prior to award)	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) does not interfere with imaging of hard drive after encryption solution is installed (subject to testing prior to award)
Solution must not interfere with Restoration/Recovery of encrypted data from backup media (subject to testing prior to award)	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) does not interfere with Restoration/Recovery of encrypted data from backup media. In fact, it provides for easy-to-manage backup of encrypted media, keys, etc. in the event of a disaster, failure, or other incident.
Solution must not interfere with full disk data erasure tools (subject to testing prior to award)	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) does not interfere with full disk data erasure tools. There is no interference of any kind to disk decommissioning or data destruction/erasure tools, whether software or hardware based.
The solution is capable of secure escrow and recovery of the symmetric encryption key	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) is capable of secure escrow and recovery of the symmetric encryption key. In the event that a damaged laptop hard drive needs to have an emergency decryption, the Administrator's included recovery tools (on CD) are used to locate, recover, and decrypt the damaged (but encrypted) drive. If that key sector cannot be located or recovered, the key can be recovered from the central GuardianEdge server or from the encrypted media backup.
If the solution requires modification of the Master Boot Record, it shall be validated by the pre-boot environment	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) validates the Master Boot Record through its pre-boot environment -- although it does not modify the MBR, it merely relocates it.
The solution's encryption/decryption process must occur without loss or corruption of data or content modification	☒	Yes	Yes, the GuardianEdge Hard Disk (GEHD) encryption/decryption process occurs without loss or corruption of data or content modification.
Solution must be capable of encrypting swap, free, slack, temp, and Internet temp files	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) encrypts swap, free, slack, temp, and Internet temp files. The pre-boot authentication process takes place in the GEHD Embedded Operating System, which takes control after the BIOS loads but before Windows loads. Except for the Embedded OS files (to bootstrap the system), the encryption covers all the data on the media, including system files (e.g., Windows operating system files, temp, free, slack, registry, swap files, hibernation files, paging files, etc.) Only users who have registered for a GEHD account can gain access to the encrypted machine.

Solution must allow modification of boot authentication screen by administrators to reflect State Agency warning banners	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) allows modification of boot authentication screen by administrators to reflect State Agency warning banners - the pre-boot authentication screen is fully customizable.
The solution shall allow the administrator to enforce complex passwords to include a minimum of 9 characters in length, upper and lower case, alphanumeric, and special characters	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) allows the administrator to enforce complex passwords to include a minimum of 9 characters in length, upper and lower case, alphanumeric, and special characters. GEHD supports centralized and customizable configuration for pre-boot password complexity and policy enforcement for all users.
Solution must have the ability to allow administrators to maintain administrator password for pre-boot authentication for each system	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) allows the administrator to maintain an administrator password for pre-boot authentication for each system
Solution must not conflict with the host based security solutions running simultaneously on a mobile computing device such as Host Intrusion or Prevention Systems (HIDS or HIPS), Firewalls, and Anti-virus.	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) does not conflict with the host based security solutions running simultaneously on a mobile computing device such as Host Intrusion or Prevention Systems (HIDS or HIPS), Firewalls, and Anti-virus. GEHD has no effect on these or any other applications running on the encrypted host machine.
Solution must be capable of silent and remote installation and updates of the product(s)	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) provides for silent and remote installation and updates of the product(s). GEHD and any subsequent updates or patches can be deployed using either a "push" or "pull" mechanism. Typically, GEHD is "silently deployed" to all user workstations using an enterprise's existing 3rd party software deployment tools (GPO, Altiris, Tivoli, SMS, etc.) and can also be deployed manually, should the administrator or administration team desire it. All patches and updates can be deployed from the central console.
During the solution's encryption/decryption process, if the process is interrupted, the product must be capable of resuming the process from point of disruption	☒	Yes	Yes, during the GuardianEdge Hard Disk (GEHD) encryption/decryption process, if the process is interrupted, the product can be resumed from the process from point of disruption

Solutions must support or have built-in auditing, monitoring, analysis, and reporting capabilities (customizable reports are preferred)	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) supports and provides built-in auditing, monitoring, analysis, and reporting capabilities (customizable reports are preferred). GEHD provides centrally managed logging and reporting of encrypted client machines for auditing. GEHD can identify all systems that have been successfully and fully encrypted and centrally logs and audits all successful/unsuccessful pre-boot authentication login attempts. It also logs successful and unsuccessful administrator activities to the Windows event log, and reports unsuccessful attempts to access and encrypted client machine.
Solution shall allow logging of access events to the product and encrypted data (success and failure)	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) allows logging of access events to the product and encrypted data (success and failure). GEHD provides centrally managed logging and reporting of encrypted client machines for auditing. GEHD can identify all systems that have been successfully and fully encrypted and centrally logs and audits all successful/unsuccessful pre-boot authentication login attempts. It also logs successful and unsuccessful administrator activities to the Windows event log, and reports unsuccessful attempts to access and encrypted client machine. Finally, it logs local authentication attempts and reports status once the server connection is available.
Solution must allow export of encrypted file that contains system generated full volume encryption key	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) allows export of encrypted file that contains system generated full volume encryption key, for backup and disaster recovery purposes.
Solution must allow authorized user to validate disk encryption has occurred and is maintained	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) allows authorized user to validate disk encryption has occurred and is maintained, at all times, through the Client Monitor feature.
Solution must support pre-boot integrity	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) supports pre-boot integrity.
Solution must provide open APIs or an SDK to support application integration	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) provides open APIs to support application integration.

The solution must support Single Sign-On (simultaneous pre-boot and O/S logon)	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) supports Single Sign-On (simultaneous pre-boot and O/S logon). GEHD requires pre-boot authentication with administrator-defined password settings and/or SSO (Single Sign On) / Microsoft Windows proxy authentication – depending on how the security administrator and IT management team has configured the software to function. GEHD also supports, but does not require, two-factor authentication, including Smart Cards, key fobs, biometric devices, and time-synced tokens at pre-boot authentication, and can also use strong passwords in conjunction.
REQUIREMENTS SECTION	MEETS REQ?	EXPLANATION
MANAGEMENT CONSOLE		
The solution's administrator management console must allow for failover functionality (fault tolerance/redundancy)	☒ Yes	Yes, the GuardianEdge Hard Disk (GEHD) administrator management console allows for failover functionality (fault tolerance/redundancy). If there were only one Management server installed and configured in the organization's environment, the MS (Management String) would be used to restore the ADAM database. All of the clients would resend their WEK key next time they connected to the network. Typically there are multiple instances of the Management server in which case the clients would simply fail over to the secondary server.
The solution's administrator management console must support capability to add/modify/delete admin users	☒ Yes	Yes, the GuardianEdge Hard Disk (GEHD) administrator management console supports the capability to add/modify/delete admin users.
The solution shall provide the capability to set a limit on the number of unsuccessful consecutive logon attempts to the administrator management console and invokes lockout for exceeding the limit	☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) provides the capability to set a limit on the number of unsuccessful consecutive logon attempts to the administrator management console and invokes lockout for exceeding the limit. Additionally, the number of allowable failed passwords in the preboot environment (even if SSO is enabled) can be set in the management console. After the number of failed passwords has been reached the administrator can set the length of the pause – which can be up to 999 minutes long – before a user is allowed to attempt to log in again. The Client Admin will be the only account that can log on to the system and extend the time.

The solution's administrator management console must support retrieval of computer, user, and user-group information from Active Directory.	☒	Yes	Yes, the GuardianEdge Hard Disk (GEHD) administrator management console supports the retrieval of computer, user, and user-group information from Active Directory. GEHD provides centrally managed logging and reporting of encrypted client machines for auditing. GEHD can identify all systems that have been successfully and fully encrypted. GEHD centrally logs and audits all successful/unsuccessful pre-boot authentication login attempts. GEHD logs successful and unsuccessful administrator activities to the Windows event log, and reports unsuccessful attempts to access and encrypted client machine. GEHD logs local authentication attempts and reports status once the server connection is available.
Solution shall support secure remote management of devices to support remote users	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) supports the secure remote management of devices to support remote users
Solution shall support secure remote access to the administrator management console for administrators	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) supports secure remote access to the administrator management console for administrators
The solution's administrator management console must be scalable to support large enterprise environments	☒	Yes	Yes, the GuardianEdge Hard Disk (GEHD) administrator management console is scalable to support large enterprise environments. Currently, GEHD has multiple deployments in excess of 50,000 users
The solution's administrator management console must permit multiple administrator logins for simultaneous access	☒	Yes	Yes, the GuardianEdge Hard Disk (GEHD) administrator management console permits multiple administrator logins for simultaneous access
The solution's administrator management console must support retrieval of computer, user, and user-group information from LDAP servers	☒	Yes	Yes, the GuardianEdge Hard Disk (GEHD) administrator management console supports the retrieval of computer, user, and user-group information from LDAP servers.
The solution or encryption system must be configurable to not interfere with remote distribution and full installation of applications, patches, and updates while connected to the network, and without user intervention	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) can be configured to not interfere with remote distribution and full installation of applications, patches, and updates while connected to the network, and without user intervention
The solution or encryption system shall allow administrator to configure solution to enforce sanitization, 'wipe', or key destruction to render the data unusable	☒	Yes	Yes, GuardianEdge Hard Disk (GEHD) allows administrator to configure solution to enforce sanitization, 'wipe', or key destruction to render the data unusable

REQUIREMENTS SECTION		MEETS REQ?	EXPLANATION
SUPPORT			
Under software maintenance agreement, vendors must notify the State and deliver product within 10 working days of commercial release for new updates		☒ Yes	Yes, GuardianEdge will notify the State and deliver product within 10 working days of commercial release for new updates.
For every solution patch or upgrade release, vendor must provide verification that the solution still meets all of the initial requirements		☒ Yes	Yes, for every solution patch or upgrade release, GuardianEdge will provide verification that the solution still meets all of the initial requirements.
Vendor must provide several technical support delivery options, to include phone, online, onsite, etc.		☒ Yes	Yes, GuardianEdge provides several technical support delivery options, to include phone, online, and onsite.
Vendor must provide one (1) administrator & one (1) user's guide in hard copy and in electronic formats (PDF) with unlimited reproduction privileges for internal purposes per order		☒ Yes	Yes, GuardianEdge will provide one (1) administrator & one (1) user's guide in hard copy and in electronic formats (PDF) with unlimited reproduction privileges for internal purposes per order.
For every patch or upgrade release, new product releases must be backward compatible and be capable of using or decrypting previously encrypted data		☒ Yes	Yes, for every patch or upgrade release, new GEHD product releases will be backward compatible and be capable of using or decrypting previously encrypted data.
Vendor must provide troubleshooting guidance for solution under the support agreement		☒ Yes	Yes, GuardianEdge will provide troubleshooting guidance for solution under the support agreement.
Priority technical support (4 hour call back) must be provided for the solution for sixty days after completion of the installation. Standard technical support is to be available for the remainder of the contract		☒ Yes	Yes, priority technical support (4 hour call back) will be provided for the solution for sixty days after completion of the installation. Standard technical support is to be available for the remainder of the contract.
Solution must provide user-friendly feedback messages when errors or warnings occur		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) provides user-friendly feedback messages when errors or warnings occur
System installation documentation must include steps to verify proper operation upon completion of installation		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) system installation documentation includes steps to verify proper operation upon completion of installation
REQUIREMENTS SECTION		MEETS REQ?	EXPLANATION
LICENSING			
Licenses must be transferable within each State agency		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) licenses are transferable within each State agency.
Solution licenses must be perpetual		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) licenses are perpetual.
Licenses must include home-use rights		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) licenses include home-use rights.

REQUIREMENTS SECTION		MEETS REQ?	EXPLANATION
TRAINING			
Users should require minimal or no training to utilize the solution		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) users require no training to utilize the solution.
Vendor must provide administrative support training		☒ Yes	Yes, GuardianEdge will provide administrative support training.
REQUIREMENTS SECTION		MEETS REQ?	EXPLANATION
PRICING			
All mandatory fees must be factored into the per license fee		☒ Yes	Yes, all mandatory fees are factored into the per license fee.
This solution must be a total cost of ownership solution based upon the cost of a license and two additional years of support		☒ Yes	Yes, GuardianEdge Hard Disk (GEHD) is a total cost of ownership solution based upon the cost of a license and two additional years of support.
The three-year cost (the initial year plus two additional years of support) must be the same for licenses purchased in year one and the licenses purchased at the end of year two		☒ Yes	Yes, the three-year cost (the initial year plus two additional years of support) is the same for licenses purchased in year one and the licenses purchased at the end of year two.

Licensing Fees:User License for Encryption Solution: \$ 74.99 / each

* Must include license fee and any support costs for three years after installation.
Any installation fees should be figured in with the license fee.

Licensing Fee \$ 74.99 X 16,000 (estimated quantity) = \$ 1,199,840.00**Optional Fees:**

Training / Installation / Configuration*

Remote \$ 75 per hour Min. Billable Hours 1On-site \$ 150 per hour Min. Billable Hours 4

* This is for any additional training after installation