

State of West Virginia

Department of Administration, Purchasing Division

On behalf of:

The Office of Environmental Health Services & Local Health Departments

Technical Quote

RFQ# EHS12035

Environmental Health Data System



State of West Virginia
Department of Administration, Purchasing Division

On behalf of:
The Office of Environmental Health Services & Local Health Departments

Submission Deadline: September 29, 2011



Contact Information:

Bill Moseley

Moseley@glsolutions.com

P.O. Box 591, Bend, OR 97709

541-312-3662 x106 (Ph)

503-374-9063 (Fx)

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2011 SEP 28 A 10:11
PURCHASING DIVISION
STATE OF WV

September 26, 2011

Department of Administration, Purchasing Division, Bldg. 15
2019 Washington Street, East
Charleston, WV 25305-0130

RFQ# EHS12035 – Environmental Health Data System

To Whom It May Concern,

GL Solutions appreciates the opportunity to provide the Public Health Sanitation Division of the Office of Environmental Health Services (OEHS) and Local Health Departments (LHDs) with an Environmental Health Data system, outstanding training, and personalized service and support. GL Solutions has been providing our software application, GL Suite, to government regulatory agencies since 1997. To date, we have implemented systems for nearly fifty agencies in seventeen states. Among our clientele, are two public health agencies: the Illinois Department of Public Health and the Kansas Department of Health and Environment. GL Solutions focuses exclusively on supporting and advancing government regulatory agencies—this undivided attention has resulted in a software application and service offerings that help our clients perform more capably and proficiently.

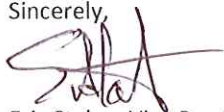
GL Suite is an easy-to-use, browser-based, commercial-off-the-shelf (COTS) software solution designed to streamline processes and handle every aspect of government regulatory work. It is a highly flexible and configurable application that we tailor to support your needs including inspections, investigations, reporting, billing, and staff-time management. Because we configure GL Suite to fulfill all of your requirements and because your administrators will be able to make their own modifications (if they choose), it will provide the functionality OEHS and LHDs desire and will follow your workflow and processes.

The multiple trainings in multiple locations that OEHS and LHDs will require mean that trainings must be effective and efficient. To achieve that aim, we will utilize proven training strategies executed by a seasoned trainer, who is well-versed in the GL Suite software and your departments' particular requirements. We typically recommend a "train-the-trainer" approach to end-user training, since it helps agencies harness the subject-matter expertise of in-house staff and direct internal power-users in mentoring, coaching, and supporting fellow staff members. GL Solutions will work with OEHS and LHDs to determine your preferred training approach and create a training program to suit your needs.

GL Solutions also offers expert, personalized service and support to assist OEHS and LHDs after your new Environmental Health Data System is up and running. The support plan we have included as part of our quote includes dedicated support and assistance. When you work with us, you will be assigned both an Agency Partner (AP) and an Agency Specialist (AS) to attend to your needs and issues. The sole concern of your AP and your AS will be to provide timely interaction with your personnel—your AP, will be there to proactively assist you, check in, and foster relationship; your AS will be there to reactively take action on any issues that arise. GL Solutions is a strategic partner dedicated to your success.

We look forward to helping you serve your clientele and public more successfully and proficiently. Thank you for considering GL Solutions.

Sincerely,



Eric Staley, Vice President for Business Solutions
GL Solutions



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

Request for Quotation

RFQ NUMBER
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ADDRESS CORRESPONDENCE TO ATTENTION OF
 ROBERTA WAGNER
 304-558-0067

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 VENDOR
 GL Solutions
 PO Box 591
 Bend, OR 97709

SHIP TO
 HEALTH AND HUMAN RESOURCES
 BPH ENVIRO HLTH SERVICES
 350 CAPITOL STREET, ROOM 313
 CHARLESTON, WV
 25301-1757 304-558-8582

DATE PRINTED 09/22/2011	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
BID OPENING DATE: 09/29/2011		BID OPENING TIME: 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 3 1. QUESTIONS AND ANSWERS ARE ATTACHED. 2. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID. EXHIBIT 10 REQUISITION NO.: EHS12035 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						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 541.312.3662	DATE 9/26/2011
TITLE Vice President of Business Solutions	FEIN 43-1797439	ADDRESS CHANGES TO BE NOTED ABOVE

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



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<p>THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>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.</p> <p style="text-align: center;">  SIGNATURE GL Solutions COMPANY 9/26/2011 DATE </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p style="text-align: right;">END OF ADDENDUM NO. 2 3</p>						

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Vice President of Business Solutions	43-1797439	

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Experience

Vendor will have a minimum of five years experience supporting environmental health data systems.

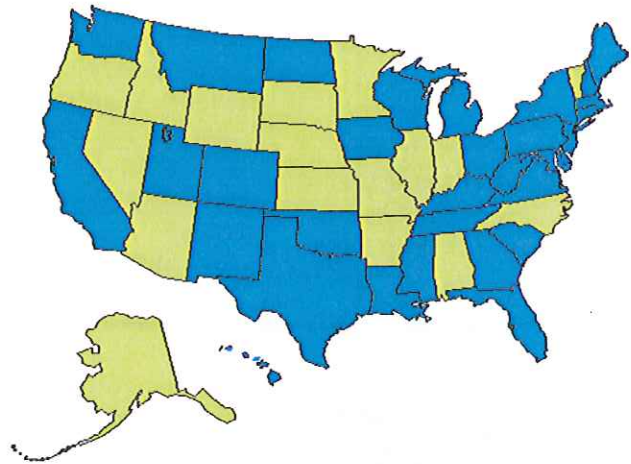
Vendor will have a minimum of five years experience working with public health agencies at a State or local level.



For more than fourteen years, GL Solutions has served a clientele of government regulatory entities and private sector companies with GL Suite—an easy-to-use, commercial-off-the-shelf (COTS) software solution designed to streamline processes and handle every aspect of licensing, permitting, registration, case management, and more. To date, GL Solutions has implemented GL Suite to support regulatory activities in various professional regulatory, health, and safety environments for nearly fifty agencies and boards in seventeen states including two public health agencies.

Public Health Experience

GL Solutions has more than five years of experience supporting environmental health data systems and more than five years of experience working with public health agencies at a state or local level. Among our public health agency clients, are the Illinois Department of Public Health (ILDPH) and The Kansas Department of Health and Environment (KSDHE), both of whom we have served since 2004.



The Illinois Department of Public Health (ILDPH) is the State agency charged with regulating all public health related entities in the state of Illinois—individuals, facilities, and environment. To fulfill this mission, ILDPH administers approximately 200 programs. In addition to regulating medical practitioners and promoting sanitation, their reach extends to vaccinations, food, water, and drug safety, the collection and evaluation of health statistics, genetic screening of newborns for genetic diseases, and beyond.

We designed a GL Suite system for ILDPH in August 2004, and we continue to provide them with service and support to date. The Emergency Medical Services (EMS) system we implemented for them provides all regulatory automation relating to emergency services personnel, facilities, and vehicles. EMS manages 15 license types and approximately 68,000 active individual licensees and 2,000 vehicles and aircraft. Environment manages approximately 40 license types and approximately 60,000 active licensees. The Environment system we designed gives ILDPH automated regulatory management of all private sewage disposal systems, potable water supplies,

swimming pool facilities, plumbing professionals, asbestos containment, and other related facility and inspection activities. The system utilizes inspection automation for scheduling results, reporting, and compliance.

Over the last several years, with government tightening its belt so significantly, ILDPH has seen its staff cut by more than half. Because GL Suite provides automation, streamlined processes, and other time saving mechanisms, employees at ILDPH have been able to keep up with their mandated duties and continue to do the important work of the department.

Illinois Department of Public Health	
ADDRESS	535 W. Jefferson, 4 th Flr. Springfield, IL 62761
CONTACT	Ken McCann, Environmental Health Manager
PHONE / EMAIL	217-785-2043 / Ken.Mccann@illinois.gov
Nature of Business	State agency charged with regulating all public health related entities in the state—individuals, facilities and environment.
Project Dates	July 2003 – August 2004
Dates of Service	August 2004 – present
Project Description	The EMS installation provides all regulatory automation relating to emergency services personnel, facilities, and vehicles. The Environment installation provides ILDPH automated regulatory management of all private sewage disposal systems, potable water supplies, swimming pool facilities, plumbing professionals, asbestos containment, and other related facility and inspection activities. The application utilizes inspection automation for scheduling results, reporting, and compliance.
Number of Annual Licensees	EMS: 68,000 Environment: 60,000
Number of License Types	EMS: 15 Environment: 40
Number of Users	145



The Kansas Department of Health and Environment (KSDHE) is the State agency charged with the regulation and licensing of various health and environment related activities. The initial system GL Solutions implemented for KSDHE in 2004 was designed to help them regulate their Health Occupations Credentialing (HOC) program. HOC issues four license types, and administers three Certification programs and three related professions/para-professions. To assist HOC with its Criminal Record Check Program, GL Suite provides a link between HOC and Kansas Bureau of Investigation (KBI) and enables HOC to run record checks on individuals to determine work eligibility. HOC provides the data entry of these requests, processes the information received back from KBI, and notifies those concerned when a criminal record indicates a person should not be employed. The Criminal Record Check Program is fully automated and enables facilities to go online and check status all on their own. The system processes some 30,000 Criminal Background Checks a year. GL Suite also assists HOC with its Credentialing Review Program, a screening mechanism for the Kansas Legislature. It enables them to organize committee activities and administer public hearings on registration, certification, and state license requests.

Since implementing the initial HOC system, GL Solutions has provided KSDHE with additional functionality including online license renewals, a Nurse Aide Registry that allows the public to verify certification status on various types of health care aides, and a Health License Verification site that allows the public to verify licensure of Adult Care Home Administrators, Dietitians, Speech Language Pathologists, and Audiologists.

Kansas Department of Health and Environment (KSDHE)	
ADDRESS	1000 SW Jackson Street, Ste. 200 Topeka, KS 66612-1365
CONTACT	Steve Irwin, Health Program Analyst
PHONE / EMAIL	785-296-6647 / Sirwin@kdhe.gov
Nature of Business	State agency, comprised of the Division of Health and the Division of Environment, charged with protecting the health and environment of all Kansans.
Project Dates	November 2004 – March 2005
Dates of Service	March 2005 – present
Project Description	Initial installation was to regulate Agency's Health Occupations Credentialing (HOC) program. HOC issues licenses to dietitians, speech-language pathologists, audiologists, and adult care home administrators. It also administers three Certification programs and three related professions/para-professions.
Number of Annual Licensees	Certified Nurse Aides: 48,000 All other licensees: 3,000
Number of License Types	8
Number of Users	15

Industry Experience & Accomplishment

GL Solutions has a proven record of accomplishment for meeting project goals and delivering all agreed upon components of software implementation:

- GL Solutions specializes in creating systems for government regulatory agencies.
- GL Solutions follows a time-tested, effective risk management methodology to identify, control, and mitigate potential issues.
- The GL Solutions Project Management Methodology is well thought out and successful.
- GL Solutions' COTS application, GL Suite, is industry tested, highly flexible, and user-friendly and can meet all of your system and technical requirements, configuration specifications, and reporting needs.
- GL Solutions offers GL Simple, an unparalleled, comprehensive service and support plan.
- GL Solutions utilizes a learned, carefully structured training program to familiarize new users with the GL Suite system.

GL Solutions is a privately held company with no obligations to outside investors or public shareholders. We have intentionally decided not to encumber ourselves with anything that might derail us from our mission: "GL Solutions helps government agencies succeed through strategy, technology, and process excellence." The corporate culture at GL Solutions is critical to our success. We do not outsource work. We work together as a team, supporting one another as we tackle the challenges and opportunities that present themselves.

Our staff of more than sixty full-time employees is talented, experienced, and passionate. GL Solutions engages in robust and intentional hiring practices, which ensure that our employees have the skills necessary to develop and implement a high quality, well-designed product. For the last few years, we have engaged in a Baldrige Performance Excellence-based Process Definition and Improvement process for the hiring, training, and management of employees. This process provides a valuable framework to help measure performance and plan for the future. It enables us to align resources with approaches, improve communication, productivity, and effectiveness, and achieve strategic goals. Our hiring approach ensures that our employees—new and old—maintain the level of competency required to create the system you seek.

GL Solutions looks forward to providing OEHS and LHDs with the Environmental Health Data System you require and with expert, personalized service and support. We are ready and eager to partner with OEHS and LHDs and to help you achieve all of your goals.



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08/11/2011				

BID OPENING DATE 09/15/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	JB		920-49	\$ 1,490,780.00	\$ 1,490,780.00
PHASE 1-CUSTOMIZABLE ENVIRONMENTAL HLTH. DATA SYSTEM REQUEST FOR QUOTATION TO PROVIDE AN OPEN END CONTRACT TO PROVIDE AN ENVIRONMENTAL HEALTH DATA SYSTEM THAT SUPPORTS INSPECTIONS, INVESTIGATIONS, REPORTING, BILLING, AND STAFF TIME MANAGEMENT FOR THE OFFICE OF ENVIRONMENTAL HEALTH SERVICES PUBLIC HEALTH SANITATION DIVISION AND LOCAL HEALTH DEPARTMENTS THAT ARE LOCATED ACROSS WEST VIRGINIA PER THE ATTACHED SPECIFICATIONS. EXHIBIT 3 LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD..... 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)						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
	541.312.3662	9/26/2011

TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Vice President of Business Solutions	43-1797439	

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<p>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.</p> <p>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.</p> <p>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.)</p> <p>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.</p> <p>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.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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TITLE Vice President of Business Solutions	FEIN 43-1797439	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>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.</p> <p>REV. 05/26/2009 INQUIRIES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON 8/30/2011. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. 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:</p> <p>ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25311</p> <p>FAX: 304-558-4115 E-MAIL: ROBERTA.A.WAGNER@WV.GOV</p> <p>EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS,</p> <p>SEE REVERSE SIDE FOR TERMS AND CONDITIONS</p>						

SIGNATURE	TELEPHONE 541.312.3662	DATE 9/26/2011
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<p>AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEND TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</p> <p>REV. 3/88</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>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.</p> <p>REV 07/16/2007</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>THIS TEAM EXHIBIT HAS BEEN REPLACED BY THE ONLINE VERSION WHICH IS AVAILABLE HERE: HTTP://WWW.STATE.WV.US/ADMIN/PURCHASE/VRC/VENPREF.PDF</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						

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<p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>PLEASE NOTE: A CONVENIENCE COPY WOULD BE APPRECIATED.</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: ----- RW/FILE 22 -----</p> <p>RFQ. NO.: ----- EHS12035 -----</p> <p>BID OPENING DATE: ----- 9/15/2011 -----</p> <p>BID OPENING TIME: ----- 1:30 PM -----</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p>-----</p> <p>CONTACT PERSON {PLEASE PRINT CLEARLY}:</p>						

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 Charleston, WV 25305-0130

Request for Quotation

RFO NUMBER
 EHS12035

PAGE
 6

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 ROBERTA WAGNER
 304-558-0067

VENDOR

RFO COPY
 TYPE NAME/ADDRESS HERE
 GL Solutions
 PO Box 591
 Bend, OR 97709

SHIP TO

HEALTH AND HUMAN RESOURCES
 BPH ENVIRO HLTH SERVICES
 350 CAPITOL STREET, ROOM 313
 CHARLESTON, WV
 25301-1757 304-558-8582

DATE PRINTED 08/11/2011	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
BID OPENING DATE: 09/15/2011		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0002	1	JB		920-49	\$ 140,745.00	\$ 140,745.00
PHASE 2-CUSTOMIZABLE ENVIRONMENTAL HLTH. DATA SYSTEM						
0003	9	EA		920-49	*\$ 500.00	\$ 4,500.00
PHASE 3- INSTALLATION - CHARLESTON, WEST VIRGINIA						
0004	31	EA		920-49	*\$ 500.00	\$ 15,500.00
PHASE 3- INSTALLATION - BECKLEY, WEST VIRGINIA						
0005	40	EA		920-49	*\$ 500.00	\$ 20,000.00
PHASE 3- INSTALLATION - FAIRMONT, WEST VIRGINIA						

*Installation cost assumes system is configured for the same 4 permit types across all locations.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 541.312.3662	DATE 9/26/2011
TITLE Vice President of Business Solutions FEIN 43-1797439	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFO, 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

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08/11/2011				

BID OPENING DATE: 09/15/2011 BID OPENING TIME: 01:30PM

LINE	QUANTITY	UOP	CAT. NO	ITEMNUMBER	UNIT PRICE	AMOUNT
0006	25	EA	920-49	PHASE 3 - INSTALLATION - KEARNEYSVILLE, WEST VIRGINIA	*\$ 500.00	\$ 12,500.00
0007	64	EA	920-49	PHASE 3 - INSTALLATION - ST. ALBANS, WEST VIRGINIA	*\$ 500.00	\$ 32,000.00
0008	18	EA	920-49	PHASE 3 - INSTALLATION - WHEELING, WEST VIRGINIA	*\$ 500.00	\$ 9,000.00
0009	3	EA	920-49	PHASE 3 - TRAINING SESSIONS - CHARLESTON, WV	\$ 5,000.00	\$ 15,000.00
0010	3	EA	920-49	PHASE 3 - TRAINING SESSIONS - BECKLEY, WV	\$ 5,000.00	\$ 15,000.00

*Installation cost assumes system is configured for the same 4 permit types across all locations.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
	541.312.3662	9/26/2011

TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Vice President of Business Solutions	43-1797439	

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State of West Virginia
 Department of Administration
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 Charleston, WV 25305-0130

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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/11/2011				

BID OPENING DATE: 09/15/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0011	3	EA	920-49	PHASE 3 - TRAINING SESSIONS - FAIRMONT, WV	\$ 5,000.00	\$ 15,000.00
0012	3	EA	920-49	PHASE 3 - TRAINING SESSIONS - KEARNYSVILLE, WV	\$ 5,000.00	\$ 15,000.00
0013	3	EA	920-49	PHASE 3 - TRAINING SESSIONS - ST. ALBANS, WV	\$ 5,000.00	\$ 15,000.00
0014	3	EA	920-49	PHASE 3 - TRAINING SESSIONS - WHEELING, WV	\$ 5,000.00	\$ 15,000.00
***** THIS IS THE END OF RFQ EHS12035 ***** TOTAL:						\$ 1,815,025.00

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: TELEPHONE: 541.312.3662 DATE: 9/26/2011

TITLE: Vice President of Business Solutions FEN 43-1797439 ADDRESS CHANGES TO BE NOTED ABOVE

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

**EHS12035
 BID PRICE SHEET (ADDENDUM #2 - REVISED VERSION)**

DELIVERABLES (includes all requirements as described in specifications)	Deliverable Due Date	Annual Usage	Unit Bid Price	Bid Price (Annual Usage x Unit Bid Price)
PHASE #1: Vendor will deliver a base system consisting of a customizable-off-the-shelf environmental health data system that will be configured to meet the needs of OEHS and complies with all of the Business Requirements of this Request for Quotation. Delivery of the base system includes: <ul style="list-style-type: none"> • Hosting the Base system • Monitoring • Maintenance and support of the system and all associated applications for all users Deliverables for Phase #1 include: <ul style="list-style-type: none"> • Confirmation that Base System code has been placed in escrow • Verification that OEHS has access to the hosted web site where the environmental health Base System resides 	Year 1 Month 1	1	\$ 1,490,780.00	\$ 1,490,780.00
PHASE #2: Vendor will deliver a customized environmental health data system that meets the needs of OEHS and complies with the Business Requirements of this Request for Quotation. Delivery of the customized WV Environmental Health Data System includes: <ul style="list-style-type: none"> • Develop detailed project plan • On-site meeting with OEHS leadership at OEHS office location for review and approval of project plan • Execute approved project plan Deliverables for Phase #2 will be agreed upon by OEHS and vendor based on vendor's project plan which is basis for this phase of the project.	Year 1 Months 1 - 12	1	\$ 140,745.00	\$ 140,745.00

PHASE #3 - INSTALLATIONS: Vendor will schedule and provide on-site installation(s) of WV Environmental Health Data System and software on OEHHS and LHD supplied hardware at the following OEHHS central and district office locations. Installations will take place during on-site training sessions.	Deliverable Due Date	Estimated Annual Installations ¹	Unit Bid Price ²	Bid Price (Estimated Annual Installations x Unit Bid Price)
Charleston, West Virginia	Year 1-Month 1 - 12	2	\$ 500.00	\$ 1,000.00
	Year 2-Month 1 - 12	6	\$ 500.00	\$ 3,000.00
	Year 3-Month 1 - 12	1	\$ 500.00	\$ 500.00
Beckley, West Virginia	Year 1-Month 1 - 12	4	\$ 500.00	\$ 2,000.00
	Year 2-Month 1 - 12	12	\$ 500.00	\$ 6,000.00
	Year 3-Month 1 - 12	15	\$ 500.00	\$ 7,500.00
Fairmont, West Virginia	Year 1-Month 1 - 12	12	\$ 500.00	\$ 6,000.00
	Year 2-Month 1 - 12	14	\$ 500.00	\$ 7,000.00
	Year 3-Month 1 - 12	14	\$ 500.00	\$ 7,000.00
Kearneysville, West Virginia	Year 1-Month 1 - 12	6	\$ 500.00	\$ 3,000.00
	Year 2-Month 1 - 12	6	\$ 500.00	\$ 3,000.00
	Year 3-Month 1 - 12	13	\$ 500.00	\$ 6,500.00
St Albans, West Virginia	Year 1-Month 1 - 12	41	\$ 500.00	\$ 20,500.00
	Year 2-Month 1 - 12	11	\$ 500.00	\$ 5,500.00
	Year 3-Month 1 - 12	12	\$ 500.00	\$ 6,000.00
Wheeling, West Virginia	Year 1-Month 1 - 12	1	\$ 500.00	\$ 500.00
	Year 2-Month 1 - 12	11	\$ 500.00	\$ 5,500.00
	Year 3-Month 1 - 12	6	\$ 500.00	\$ 3,000.00

PHASE #3 – TRAINING SESSIONS: Vendor will schedule and provide on-site training sessions of WV Environmental Health Data System and software on OEHS and LHD supplied hardware at the following OEHS central and district office locations.	Deliverable Due Date	Estimated Annual Training Sessions ¹	Unit Bid Price ²	Bid Price (Estimated Annual Training Sessions x Unit Bid Price)
Charleston, West Virginia	Year 1-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 2-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 3-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
Beckley, West Virginia	Year 1-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 2-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 3-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
Fairmont, West Virginia	Year 1-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 2-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 3-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
Kearneysville, West Virginia	Year 1-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 2-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 3-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
St. Albans, West Virginia	Year 1-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 2-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 3-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
Wheeling, West Virginia	Year 1-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 2-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
	Year 3-Month 1 - 12	1	\$ 5,000.00	\$ 5,000.00
			TOTAL BID PRICE	\$ 1,815,025.00

¹ Actual annual installations and training sessions for Phase #3 are unknown. Annual installations and training sessions are estimated. Bidders "Unit Bid Price" per central and district office location under this phase must be the final unit cost per installation and training session per office location charged to OEHS under this contract whether one or more than one is provided.

² Bidders must complete the Unit Bid Price and Total Bid for each Phase deliverable (separate bids per central and district office location as indicated under Phase #3).

Bidders must complete, sign, and date the vendor section below:

Vendor Name: GL Solutions Phone: 541-312-3662

Contact Person: Bill Moseley Fax: 503-374-9063
(Please Print)

Contact Person Email: Moseley@glolutions.com

Authorized Vendor Representative: Eric Staley
(Please Print)

Authorized Vendor Signature:  Date: 9/26/2011

IMPORTANT: BIDDERS WILL NOT ALTER, MODIFY, OR ADD INFORMATION TO THIS BID PRICE SHEET