



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header

[List View](#)

General Information

[Contact](#)
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[Document Information](#)

Procurement Folder: 162343

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0210

Vendor ID: 000000181088

SO Doc ID: ISC1600000007

Legal Name: ROLTA ADVIZEX TECHNOLOGIES LLC

Published Date: 2/29/16

Alias/DBA:

Close Date: 3/8/16

Total Bid: \$1,271,369.00

Close Time: 13:30

Response Date: 03/08/2016

Status: Closed

Response Time: 8:56

Solicitation Description: Replacement solution for State's primary backup system

Total of Header Attachments: 0

Total of All Attachments: 0



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

State of West Virginia
Solicitation Response

Proc Folder : 162343

Solicitation Description : Replacement solution for State's primary backup system

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation No	Version
	2016-03-08 13:30:00	SR 0210 ESR03081600000004124	1

VENDOR

000000181088

ROLTA ADVIZEX TECHNOLOGIES LLC

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN #

DATE

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Cost of System	1.00000	JOB	\$1,271,369.000000	\$1,271,369.00

Comm Code	Manufacturer	Specification	Model #
71151106			

Extended Description :	Total Cost of New System



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

State of West Virginia
Request for Quotation

Proc Folder: 162343

Doc Description: Replacement solution for State's primary backup system

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-02-29	2016-03-08 13:30:00	CRFQ 0210 ISC1600000007	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Name, Address and Telephone Number:

Bolta AdvizeX Technologies
PO3 Quamier Street, suite 300
Charleston, WV 25301
304-415-3301

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

Mika B. [Signature]

FEIN # 37-1504-931

DATE 3/7/16

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

ADDITIONAL INFORMATION:

Addendum #1 issued to:

1. Provide responses to technical questions.

End of Addendum #1.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - DATA CENTER MANAGER DEPARTMENT OF ADMINISTRATION BLDG 6 RM B110 1900 KANAWHA BLVD E CHARLESTON WV 25305-0135 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Cost of System	1.00000	JOB	\$1,271,309	\$1,271,309

Comm Code	Manufacturer	Specification	Model #
71151106			

Extended Description :

Total Cost of New System

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Technical Questions Due	2016-02-22

ISC1600000007	Document Phase Final	Document Description Replacement solution for State 's primary backup system	Page 3 of 3
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ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

REQUEST FOR QUOTATION
Backup System Replacement RFQ

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Office of Technology (WVOT) requests quotations for replacement of its Avamar backup hardware and software system.
2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
 - 2.1 **“Contract Item”** means to replace the current Avamar hardware and system as more fully described by these specifications.
 - 2.2 **“EMC”** means EMC Corporation, a vendor of the Avamar backup system.
 - 2.3 **“EMC VNX5700”** is a high performance and low latency storage system from EMC.
 - 2.4 **“GB”** means Gigabyte. A gigabyte is a measure of computer data storage capacity.
 - 2.5 **“Grid”** means a combination of storage devices, utility nodes, and switches.
 - 2.6 **“NDMP”** means Network Data Management Protocol, which is a means of transporting data between network attached storage devices and backup devices.
 - 2.7 **“PB”** means Petabyte. A petabyte is a measure of computer data storage capacity.
 - 2.8 **“Pricing Page”** means the pages, contained in wvOASIS or attached as Attachment A, upon which Vendor should list its proposed price for the Contract Items.
 - 2.9 **“SAN”** means Storage Area Network. SAN is a network that provides access to consolidated, block level data storage.
 - 2.10 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that are published by the Purchasing Division.
 - 2.11 **“TB”** means Terabyte. A terabyte is a measure of computer data storage capacity.

REQUEST FOR QUOTATION
Backup System Replacement RFQ

3. CURRENT ENVIRONMENT:

3.1 The State currently owns three (3) Avamar hardware and software systems. Two of these are Avamar Generation 3 grids with one Generation 4 NDMP node, each with 24 TB of storage capacity, located in the Data Center in Building 6 on the State Capitol Complex in Charleston, WV. The third grid is located at the State's Secondary Data Center in Flatwoods, WV. This grid is a Generation 4 grid with 72 TB of storage capacity, consisting of a utility node and nine data storage nodes (7.8 TB each). There is currently no data replication between any of these grids. All three grids are being used for primary backups. The grids are currently running Avamar software version 6.1.1-87. Each grid also includes network switches.

4. GENERAL REQUIREMENTS:

4.1 Mandatory Contract Item Requirements: The Vendor must provide all hardware, software, and services necessary to replace the existing Avamar systems. Contract Item must meet or exceed the mandatory requirements listed below.

4.1.1 General Vendor Specifications

- 4.1.1.1** The Vendor must list the costs of all items (hardware, software, and services) being bid in its response to this solicitation in Attachment A. This list must also include the total cost of the bid including a four-year warranty.
- 4.1.1.2** The new system at each location (Charleston and Flatwoods) must protect a minimum of 150 TB of production data. This data will be backed up daily, and have a 30-day retention period. The protection of 150 TB of production data must include a logical protection of 4.5 PB of data (150TB per day x 30-day retention at both the Charleston and Flatwoods locations).
- 4.1.1.3** Must provide automated replication of backed-up data between both sites (Charleston and Flatwoods). The system capabilities for both sites must be equal. Both sites must be capable of performing backups, and of sending and receiving replicated data to and from the other site. The daily replication window will be 7:00 am – 5:00 pm. The current line speed between the two sites is 1GB. The current average change rate is approximately 3.5% per day.

REQUEST FOR QUOTATION
Backup System Replacement RFQ

- 4.1.1.4** Data Deduplication must be provided and supported by all devices and software in the new system.
- 4.1.1.5** The new system must allow for encrypting data that is backed up, both in flight and at rest, at the discretion of WVOT .
- 4.1.1.6** Of the 150TB of production data referenced in 4.1.1.3, must be capable of protecting a combined 100 TB of SAN data via NDMP from an EMC VNX5700 located in the Charleston Data Center and an EMC VNX5500 located in the Flatwoods Data Center.
- 4.1.1.7** Must be capable of backing up data on the following operating systems and environments running on all capable hardware platforms:
 - 4.1.1.7.1** AIX 6.1 and later
 - 4.1.1.7.2** HP-UX version 11 iv3 and later
 - 4.1.1.7.3** Red Hat Enterprise Linux v4 and later
 - 4.1.1.7.4** SUSE Linux 9 and later
 - 4.1.1.7.5** VMWare ESX
 - 4.1.1.7.6** Windows Server 2003 and later
- 4.1.1.8** Must be capable of backing up the following applications and data. The client's production environments must run uninterrupted during this process.
 - 4.1.1.8.1** Oracle 10gR1 and later
 - 4.1.1.8.2** SharePoint 2010 and later
 - 4.1.1.8.3** SQL Server 2005 and later
- 4.1.1.9** Must support 'on-demand' client backups and file restores.
- 4.1.1.10** Must support ad-hoc data restores from any previous backup within any defined retention period.
- 4.1.1.11** Must support ad-hoc data restores of any individual database, folder, or file that has been backed up.

REQUEST FOR QUOTATION
Backup System Replacement RFQ

- 4.1.1.12** WVOT must be able to monitor usage throughout its monthly billing periods. Usage information must be detailed and metered so that each protected client can be tracked by the amount of data protected. A single monthly usage figure without detail is not acceptable.

4.1.2 Training

- 4.1.2.1** The Vendor must provide a minimum of 3 days of on-site training (8 hours per day) for a minimum of three (3) end-users. Training will cover the operational use of equipment and software. Travel costs and accommodations must be included in the overall cost of the new system.

4.1.3 Service and Support Level

- 4.1.3.1** The Vendor must warrant the new system for a period of forty-eight (48) months, effective upon acceptance of the equipment by the Agency. During this 48-month period, the Vendor shall make any necessary repairs, replace any defective parts, perform preventive maintenance, install engineering changes and modifications to hardware and software and otherwise maintain the system at no additional cost to the Agency.
- 4.1.3.2** The Vendor must provide escalating, multilevel support services. This service must be 24 hours a day, 7 days a week, 365 days a year (phone, email, chat), with a non-critical response time of four (4) hours, and a critical response time of one (1) hour. The determination of what qualifies as a critical event is at the sole discretion of the WVOT.

4.1.4 Specification for System Acceptance

REQUEST FOR QUOTATION
Backup System Replacement RFQ

- 4.1.4.1** The agency will formally accept the system after the hardware and software have been installed and confirmed to be working properly for 30 days without any problems, outages or failures. The Agency will issue a request for Change Order to the West Virginia Purchasing Division stating acceptance of the system, thereby beginning the forty-eight (48) months of warranty as specified in Section 4.1.3.1.

5. CONTRACT AWARD:

- 5.1 Contract Award:** The Contract is intended to provide Agencies with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.
- 5.2 Pricing Page:** The Vendor must complete the Pricing Page (Attachment A) by entering the total price for the system (including delivery, installation, testing, training, and 48-month warranty). The Vendor must complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in the Vendor's bid being disqualified.
- 5.2.1** The Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: Stephanie.L.Gale@wv.gov.

VENDOR'S WHO WISH TO RESPOND TO A CENTRALIZED REQUEST FOR QUOTATION (CRFQ) ONLINE MAY SUBMIT INFORMATION THROUGH THE STATE'S WVOASIS VENDOR SELF SERVICE (VSS). VENDORS SHOULD DOWNLOAD THE ATTACHMENT "A": PRICING PAGE THAT IS ATTACHED SEPARATELY TO THE CRFQ AND PUBLISHED TO THE VSS. VENDORS MUST COMPLETE THIS FORM WITH THEIR PRICE INFORMATION AND INCLUDE IT AS AN ATTACHMENT TO THEIR ONLINE RESPONSE WITH AN ATTACHMENT TYPE OF "PRICING". THE PRICING PAGE ATTACHMENTS (PRICING) ARE THEN DOWNLOADED BY THE BUYER DURING THE SCHEDULED BID OPENING FOR BID EVALUATION.

REQUEST FOR QUOTATION
Backup System Replacement RFQ

***IF UNABLE TO RESPOND ONLINE VENDOR MUST
SUBMIT THE ATTACHMENT "A" PROPOSAL
FORM/PRICING PAGES WITH YOUR BID PRIOR TO THE
SCHEDULED BID OPENING DATE.***

The Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

6. PAYMENT:

6.1 Payment: The Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

7. DELIVERY AND RETURN:

7.1 Shipment and Delivery: Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order. Vendor shall deliver the Contract Items within 30 working days after receiving a purchase order. Contract Items must be delivered to the Agency at Building 6, Room B-110, 1900 Kanawha Blvd E., Charleston, WV 25305 and 89 Richard Minnich Dr., Sutton, WV 26601, as applicable. Please note that the Charleston location has a loading dock while the Flatwoods location does not.

7.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if the shipment of the Contract Items will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the Contract, and/or obtaining the Contract Items from a third party.

Any Agency seeking to obtain the Contract Items from a third party under this provision must first obtain approval of the Purchasing Division.

7.3 Delivery Payment/Risk of Loss: Vendor shall deliver the Contract Items F.O.B. destination to the Agency's location.

7.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product

REQUEST FOR QUOTATION
Backup System Replacement RFQ

shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

- 7.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

8. VENDOR DEFAULT:

- 8.1** The following shall be considered a vendor default under this Contract.

- 8.1.1** Failure to provide Contract Items in accordance with the requirements contained herein.
- 8.1.2** Failure to comply with other specifications and requirements contained herein.
- 8.1.3** Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 8.1.4** Failure to remedy deficient performance upon request.

- 8.2** The following remedies shall be available to Agency upon default.

- 8.2.1** Immediate cancellation of the Contract.
- 8.2.2** Immediate cancellation of one or more release orders issued under this Contract.
- 8.2.3** Any other remedies available in law or equity.

REQUEST FOR QUOTATION
Backup System Replacement RFQ

ATTACHMENT A – Pricing Page

NOTE: Enter “0” or “zero” for any no-cost line items. Blank fields will be interpreted as no-cost.

Description	Cost
Total Cost of new system	\$1,271,309
Grand Total Cost	\$1,271,309

REQUEST FOR QUOTATION
Backup System Replacement RFQ

ATTACHMENT B - VENDOR INFORMATION

Vendor Name

Rolta AdvizeX Technologies

Vendor Address

803 Quarrier Street

Suite 300

Charleston, WV 25301

Vendor Contact

Mika Bostaph

Vendor E-Mail Address

mbostaph@advizex.com

Mika Bostaph

Vendor Signature

3/7/16

Date

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. REVIEW DOCUMENTS THOROUGHLY: The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. MANDATORY TERMS: The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. PREBID MEETING: The item identified below shall apply to this Solicitation.

☒ A pre-bid meeting will not be held prior to bid opening

☐ A **NON-MANDATORY PRE-BID** meeting will be held at the following place and time:

☐ A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility

to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. VENDOR QUESTION DEADLINE: Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are nonbinding.

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: February 22, 2016

Submit Questions to: **Stephanie Gale**

2019 Washington Street, East

Charleston, WV 25305

Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)

Email: **Stephanie.L.Gale@wv.gov**

5. VERBAL COMMUNICATION: Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

6. BID SUBMISSION: All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:
Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

SEALED BID:
BUYER:
SOLICITATION NO.:
BID OPENING DATE:
BID OPENING TIME:
FAX NUMBER:

In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus _____ convenience copies of each to the Purchasing Division at the address shown above. Submission of a response to a request for proposal is not permitted in wvOASIS. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

BID TYPE: (This only applies to CRFP)

- ☐ Technical
☐ Cost

7. BID OPENING: Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

Bid Opening Date and Time: **March 8, 2016 @ 1:30pm**

Bid Opening Location: Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

- 8. ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.
- 9. BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.
- 10. ALTERNATES:** Any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.
- 11. 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.
- 12. COMMUNICATION LIMITATIONS:** In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.
- 13. REGISTRATION:** Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.
- 14. UNIT PRICE:** Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.
- 15. PREFERENCE:** Vendor Preference may only be granted upon written request and only in accordance with the West Virginia Code § 5A-3-37 and the West Virginia Code of State Rules. A Vendor Preference Certificate form has been attached hereto to allow Vendor to apply for the preference. Vendor's failure to submit the Vendor Preference Certificate form with its bid will result in denial of Vendor Preference. Vendor Preference does not apply to construction projects.

16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES: For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

17. WAIVER OF MINOR IRREGULARITIES: The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

18. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately opened and/or viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening if those documents are required with the bid.

19. NON-RESPONSIBLE: The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform, or lacks the integrity and reliability to assure good-faith performance.”

20. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

21. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor’s entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled “confidential,” “proprietary,” “trade secret,” “private,” or labeled with any other claim against public disclosure of the documents, to

include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of a Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

☐ **Term Contract**

Initial Contract Term: This Contract becomes effective on _____ and extends for a period of _____ year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Renewal of this Contract is limited to _____ successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed _____ months in total. Automatic renewal of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases. Attorney General approval may be required for vendor terms and conditions.

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

☐ **Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

☐ **Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days.

Upon completion, the vendor agrees that maintenance, monitoring, or warranty services will be provided for one year thereafter with an additional _____ successive one year renewal periods or multiple renewal periods of less than one year provided that the multiple renewal periods do not exceed _____ months in total. Automatic renewal of this Contract is prohibited.

☒ **One Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

☐ **Other:** See attached.

4. NOTICE TO PROCEED: Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

☐ **Open End Contract:** Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. 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.

☐ **Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.

☒ **Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

☐ **One Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

6. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.

7. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute of breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

8. REQUIRED DOCUMENTS: All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

☐ **BID BOND:** All Vendors shall furnish a bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

☐ **PERFORMANCE BOND:** The apparent successful Vendor shall provide a performance bond in the amount of _____. The performance bond must be received by the Purchasing Division prior to Contract award. On construction contracts, the performance bond must be 100% of the Contract value.

☐ **LABOR/MATERIAL PAYMENT BOND:** The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable.

☐ **MAINTENANCE BOND:** The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

☐ **INSURANCE:** The apparent successful Vendor shall furnish proof of the following insurance prior to Contract award and shall list the state as a certificate holder:

☐ **Commercial General Liability Insurance:** In the amount of _____ or more.

☐ **Builders Risk Insurance:** In an amount equal to 100% of the amount of the Contract.

☐

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☐

The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed above.

☐ **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section entitled Licensing, of the General Terms and Conditions, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

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The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

9. WORKERS' COMPENSATION INSURANCE: The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. LITIGATION BOND: The Director reserves the right to require any Vendor that files a protest of an award to submit a litigation bond in the amount equal to one percent of the lowest bid submitted or \$5,000, whichever is greater. The entire amount of the bond shall be forfeited if the hearing officer determines that the protest was filed for frivolous or improper purpose, including but not limited to, the purpose of harassing, causing unnecessary delay, or needless expense for the Agency. All litigation bonds shall be made payable to the Purchasing Division. In lieu of a bond, the protester may submit a cashier's check or certified check payable to the Purchasing Division. Cashier's or certified checks will be deposited with and held by the State Treasurer's office. If it is determined that the protest has not been filed for frivolous or improper purpose, the bond or deposit shall be returned in its entirety.

11. LIQUIDATED DAMAGES: Vendor shall pay liquidated damages in the amount of

for _____.

This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy.

- 12. ACCEPTANCE:** Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.
- 13. FUNDING:** This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.
- 14. PAYMENT:** Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.
- 15. TAXES:** The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 16. CANCELLATION:** The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules §§ 148-1-6.1.e.
- 17. TIME:** Time is of the essence with regard to all matters of time and performance in this Contract.
- 18. APPLICABLE LAW:** This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.
- 19. COMPLIANCE:** Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.
- 20. PREVAILING WAGE:** Vendor shall be responsible for ensuring compliance with prevailing wage requirements and determining when prevailing wage requirements are applicable.
- 21. ARBITRATION:** Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

22. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

23. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

24. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

25. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments. Notwithstanding the foregoing, Purchasing Division approval may or may not be required on certain agency delegated or exempt purchases.

26. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

27. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

28. BANKRUPTCY: In the event the Vendor files for bankruptcy protection, the State of West Virginia may deem this Contract null and void, and terminate this Contract without notice.

29. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it 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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

30. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

31. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor 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 agency or political subdivision. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

32. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

33. VENDOR CERTIFICATIONS: By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

34. PURCHASING CARD ACCEPTANCE: The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract unless the box below is checked.

☐ Vendor is not required to accept the State of West Virginia's Purchasing Card as payment for all goods and services.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. PURCHASING AFFIDAVIT: In accordance with West Virginia Code § 5A-3-10a, all Vendors are required to sign, notarize, and submit the Purchasing Affidavit stating that neither the Vendor nor a related party owe a debt to the State in excess of \$1,000. The affidavit must be submitted prior to award, but should be submitted with the Vendor's bid. A copy of the Purchasing Affidavit is included herewith.

38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE: This Contract may be utilized by other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts ("Other Government Entities"). Any extension of this Contract to the aforementioned Other Government Entities must be on the same prices, terms, and conditions as those offered and agreed to in this Contract, provided that such extension is in compliance with the applicable laws, rules, and ordinances of the Other Government Entity. If the Vendor does not wish to extend the prices, terms, and conditions of its bid and subsequent contract to the Other Government Entities, the Vendor must clearly indicate such refusal in its bid. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.

39. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

40. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

☐ Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

☐ Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.requisitions@wv.gov.

41. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision. The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

42. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
- c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

43. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Delta AdvizeX Technologies
(Company)

Mika Bastoph, Mika Bastoph, Account Executive
(Authorized Signature) (Representative Name, Title)

304-615-3301, 304-345-2928, 3/7/16
(Phone Number) (Fax Number) (Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: _____

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.

Addendum Numbers Received:

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Bolta AdvizeX Technologies
Company

Mika Bostaph
Authorized Signature

3/8/11
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012



Quote #	Quote Date
RFQISC16*7	3/7/2016

(Quote valid for 30 days)

TO:

Name: Stephanie Gale
 Company: WV Department of Administration- Purchasing
 Address: 2019 Washington Street, East
 Address: Charleston, WV 25305
 Phone: 304-558-8801

Email: stephanie.l.gale@wv.gov

FROM:

Name: **Mika Bostaph**
 Company: Rolta AdvizeX Technologies
 Address: 803 Quarrier Street, Suite 300
 Address: Charleston, WV 25301
 Phone: 304-615-3301

Email: mbostaph@advizex.com

Terms & Conditions	F.O.B.
Acceptance of this quotation includes acceptance of all Terms & Conditions as specified in this quotation.	Point of Origin

ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
Rolta AdvizeX RFQ Response: ISC1600000007				
Data Domain 4500				
C-ES30-45S-B	OPTION,ES30 SHELF,15X3TB SAS HDD	4	\$0.00	\$0.00
C-10GMOP2P	OPTION,DD 10GBE,IO MODULE,OP SFP,2PORT	1	\$1,486.69	\$1,486.69
C-1GMCU4P	OPTION,DD 1GBE,IO MODULE,CU,4PORT	1	\$743.35	\$743.35
DD4500	SYSTEM,DD4500,NFS,CIFS	1	\$0.00	\$0.00
DD4500-CTL-B	SYSTEM,DD4500,CTL,NFS,CIFS	1	\$0.00	\$0.00
DD4500-4E45	SYSTEM,DD4500+4ES30,3TB SAS HDD,NFS,CIFS	1	\$103,921.67	\$103,921.67
C-FLDIN4500	OPTION,FIELD INSTALL KIT,DD4500	1	\$0.00	\$0.00
M-PREHWDD-M1	PREMIUM SYSTEM SUPPORT (DD)	1	\$45,725.81	\$45,725.81
L-BST-4500	LICENSE,BOOST,DD4500	1	\$6,249.44	\$6,249.44
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$4,499.37	\$4,499.37
L-REP-4500	LICENSE,REPLICATOR,DD4500	1	\$9,867.55	\$9,867.55
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$7,104.51	\$7,104.51
L-DDOE-DD4500	LICENSE BASE DD OE DD4500=IA	1	\$4,933.77	\$4,933.77
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$2,171.12	\$2,171.12
L-DDOE-MCAP-ACT	LICENSE DD OE PER TB MID CAPACITY ACT=CB	180	\$476.93	\$85,846.74
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$37,772.97	\$37,772.97
L-XCAP4500	LICENSE,EXP CAP,DD4500,MORE THAN 180TB	1	\$9,867.55	\$9,867.55
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$4,341.73	\$4,341.73
DDOS-DOC-A3N	DDOS,DD OS,DOC,A3N=IA	1	\$0.00	\$0.00
L-ENC-4500	LICENSE,ENCRYPTION,DD4500	1	\$6,249.44	\$6,249.44
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$4,499.37	\$4,499.37
Data Protection Suite Solution				
ADS-OPT-DD-CF	DATA DOMAIN BACKUP TARGET	1	\$0.00	\$0.00
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$0.00	\$0.00
458-000-882	EMC DATA PROTECTION SUITE FOR BACKUP	1	\$0.00	\$0.00
456-110-557	CLOUDBOOST V2 CLIENT FOR DPS ENABLER=CA	1	\$0.00	\$0.00
456-110-556	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	1	\$0.00	\$0.00
456-107-280	DPS FOR BU DP SEARCH ENABLER=CA	1	\$0.00	\$0.00
456-106-112	EMC BACKUP SUITE DPA ENABLER-B=CB	1	\$0.00	\$0.00
456-106-406	DPS FOR BU DDBOOST FOR APPS ENABLER=CA	1	\$0.00	\$0.00



Quote #	Quote Date
RFQISC16*7	3/7/2016
(Quote valid for 30 days)	

TO:

Name: Stephanie Gale
 Company: WV Department of Administration- Purchasing
 Address: 2019 Washington Street, East
 Address: Charleston, WV 25305
 Phone: 304-558-8801

Email: stephanie.l.gale@wv.gov

FROM:

Name: **Mika Bostaph**
 Company: Rolta AdvizeX Technologies
 Address: 803 Quarrier Street, Suite 300
 Address: Charleston, WV 25301
 Phone: 304-615-3301

Email: mbostaph@advizex.com

Terms & Conditions	F.O.B.
Acceptance of this quotation includes acceptance of all Terms & Conditions as specified in this quotation.	Point of Origin

ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
456-104-247	EMC BACKUP SUITE AVAMAR ENABLER=CA	1	\$0.00	\$0.00
456-103-951	BACKUP AND RECOVERY MANAGER - NETWORKER	1	\$0.00	\$0.00
456-103-950	BACKUP AND RECOVERY MANAGER AVAMAR	1	\$0.00	\$0.00
456-103-178	NW SOURCE CAP DATA ZONE ENABLER=IA	5	\$0.00	\$0.00
456-104-123	DATA PROT SUITE BACKUP 51-150TB=CA	92	\$2,713.58	\$249,649.26
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$229,676.97	\$229,676.97
Avamar Solution				
AVM1200FG4S	AVAMAR G4S M1200 STORAGE NODE FLD INST	3	\$7,976.26	\$23,928.79
AVMCOMG4SF-1	AVAMAR GEN4S INT COMM MODULE SW FLD INST	2	\$1,315.67	\$2,631.35
AVM19CBINTG4S	AVAMAR G4S INTERNAL 19-CABLE BUNDLE	2	\$65.79	\$131.58
AVMUTILFG4S	AVAMAR G4S UTILITY NODE FLD INST	1	\$3,618.09	\$3,618.09
AVMCOMKIT4S-1	AVAMAR GEN4S COMM RAIL INSTALL KIT	1	\$65.78	\$65.78
C13-PWR-12	2 C13 CORDS NEMA 5-15 125V 10A - NON DPE	6	\$0.00	\$0.00
AVM6CBLEXT	6 NODE LONG CABLE BNDL EXTERNAL ROUTING	2	\$49.34	\$98.67
W-ENHHW-001	ENHANCED HARDWARE WARRANTY	1	\$0.00	\$0.00
M-PREHWDP-M1	PREMIUM HARDWARE SUPPORT	1	\$6,035.62	\$6,035.62
WU-PREHWB-M00	PREMIUM HARDWARE SUPPORT-WARR UPG(ANDL)	1	\$1,810.86	\$1,810.86
458-000-719	BACKUP AND RECOVERY MANAGER AVAMAR=CC	1	\$0.00	\$0.00
456-103-950	BACKUP AND RECOVERY MANAGER AVAMAR	1	\$0.00	\$0.00
M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$0.00	\$0.00
PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	1	\$0.00	\$0.00
CE-AVAXIADMIN	EMC AVAMAR ADMINISTRATION VALUEPAK	3	\$2,952.63	\$8,857.89
Data Domain 4500				
C-ES30-45S-B	OPTION,ES30 SHELF,15X3TB SAS HDD	4	\$0.00	\$0.00
C-10GMOP2P	OPTION,DD 10GBE,IO MODULE,OP SFP,2PORT	1	\$1,486.69	\$1,486.69
C-1GMCU4P	OPTION,DD 1GBE,IO MODULE,CU,4PORT	1	\$743.35	\$743.35
DD4500	SYSTEM,DD4500,NFS,CIFS	1	\$0.00	\$0.00
DD4500-CTL-B	SYSTEM,DD4500,CTL,NFS,CIFS	1	\$0.00	\$0.00
DD4500-4E45	SYSTEM,DD4500+4ES30,3TB SAS HDD,NFS,CIFS	1	\$103,921.67	\$103,921.67
C-FLDIN4500	OPTION,FIELD INSTALL KIT,DD4500	1	\$0.00	\$0.00
M-PREHWDD-M1	PREMIUM SYSTEM SUPPORT (DD)	1	\$45,725.81	\$45,725.81
L-BST-4500	LICENSE,BOOST,DD4500	1	\$6,249.44	\$6,249.44
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$4,499.37	\$4,499.37
L-REP-4500	LICENSE,REPLICATOR,DD4500	1	\$9,867.55	\$9,867.55



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$7,104.51	\$7,104.51
L-DDOE-DD4500	LICENSE BASE DD OE DD4500=IA	1	\$4,933.77	\$4,933.77
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$2,171.12	\$2,171.12
L-DDOE-MCAP-ACT	LICENSE DD OE PER TB MID CAPACITY ACT=CB	180	\$476.93	\$85,846.74
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$37,772.97	\$37,772.97
L-XCAP4500	LICENSE,EXP CAP,DD4500,MORE THAN 180TB	1	\$9,867.55	\$9,867.55
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$4,341.73	\$4,341.73
DDOS-DOC-A3N	DDOS,DD OS,DOC,A3N=IA	1	\$0.00	\$0.00
L-ENC-4500	LICENSE,ENCRYPTION,DD4500	1	\$6,249.44	\$6,249.44
M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$4,499.37	\$4,499.37
Avamar Solution				
AVM1200FG4S	AVAMAR G4S M1200 STORAGE NODE FLD INST	3	\$7,976.26	\$23,928.79
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AVMUTILFG4S	AVAMAR G4S UTILITY NODE FLD INST	1	\$3,618.09	\$3,618.09
AVMCOMKIT4S-1	AVAMAR GEN4S COMM RAIL INSTALL KIT	1	\$65.78	\$65.78
AVM6CBLEXT	6 NODE LONG CABLE BNDL EXTERNAL ROUTING	2	\$49.34	\$98.67
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M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	1	\$0.00	\$0.00
PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	1	\$0.00	\$0.00
ADV-AVM-SVCS	Rolta AdvizeX Professional Services-See SOW	1	\$34,725.00	\$34,725.00
Subtotal				\$1,270,113
Tax				\$0
Estimated Freight				\$1,256

TOTAL:

\$1,271,369



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
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Notes:	
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Unless reflected above the quotation total does not include applicable sales tax and shipping charges.

Payment terms are Net 30 unless otherwise agreed to in writing. We do not accept credit cards.

AdvizeX Technologies may assign without notice all or part of the payments together with all the rights of an unpaid seller but without the assignee's assumption of seller's obligations under this order. AdvizeX Technologies is an equal opportunity employer dedicated to affirmative action and workforce diversity. Payment terms are Net 30, Shipping terms are FOB Origin, and cannot be superseded by any other terms, implied or expressed in any other agreement or purchase order unless otherwise agreed to in writing by AdvizeX.

Please read this Quotation carefully. The terms and conditions set forth on this form constitute the entire agreement between seller and buyer. Seller will not be bound by any terms of buyer's order that are inconsistent with the terms herein. Further, the terms set forth in this form supersede all other terms in any subsequent agreement or purchase order. Acceptance of these terms may be made (1) by written acceptance or (2) by accepting delivery of any good described on this form or (3) raising an order against this quote. This Quotation shall remain firm for 30 days from the date above unless modified in writing by AdvizeX Technologies, LLC prior to our acceptance of your order.

This Quotation and any order placed as a result hereof shall be subject exclusively to the Terms and Conditions herein. So long as part of the payment due is outstanding, AdvizeX Technologies, LLC shall retain a security interest in any product or software that is part of the system. The customer agrees to execute any documents which may be necessary or appropriate to protect AdvizeX Technologies, LLC security interest in the system at AdvizeX Technologies, LLC request. Any contract resulting from this Quotation must be signed by a duly authorized representative of AdvizeX Technologies, LLC. Any additions, modifications or waivers of any of the Terms and Conditions contained herein or on the attached Agreements shall only be effective if in writing and agreed to by an authorized representative of AdvizeX Technologies, LLC. **AdvizeX Technologies, LLC disclaims all implied warranties, including all warranties of merchant ability and all warranties of fitness for a particular purpose. AdvizeX Technologies, LLC shall not be liable for incidental, special or consequential damages arising from any cause.**

Avamar Data Domain Implementation RFQ Response

Professional Services – Statement of Work

Prepared for:

Stephanie L. Gale
State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305



Prepared by:

Richard Witherow
1103 Schrock Road
Suite 100
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Mika Bostaph

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March 3, 2016

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Engagement Structure

GOALS AND OBJECTIVES

The services described herein detail the Professional Services to be performed by AdvizeX Technologies for the State of West Virginia (hereafter, “State of West Virginia” or “Customer”). The customer is in the process of replacing their backup environment and AdvizeX has proposed Avamar grids with Data Domain targets.

The following goals and objectives will be achieved by this project:

- Physical implementation of the 3 node Avamar grids and associated Data Domain target;
- Primary and secondary locations with like hardware and software;
- Replication of backup data between the two sites;
- Configuration of DPA base reporting.

SCOPE AND SCHEDULE

AdvizeX will perform the project activities defined below. The project team will be both on-site and remote based on Customer’s requirements, availability, and preferences. This project is estimated to be completed a two week contiguous span, with an engagement structure as follows:

PRIMARY SITE LOCATION

Avamar Installation Services:

- **Site Preparation and Installation** – AdvizeX will provide the Customer with site prerequisites, which includes software, network, limitations and other environmental requirements. The Avamar Grid will be rack-mounted into an EMC supported four post cabinet, cabled, labeled, initialized and powered up.
- **Avamar Grid Configuration:** The Avamar 3 node Grid will be connected to internal node switches via Ethernet cables provided by EMC and external IP switches via Ethernet cables provided by the Customer. Avamar Grid access, IPs, software, and email home will be configured according to best practices. Avamar retentions, policies, users, datasets, groups, and domains will be created in accordance with Customer requirements and EMC’s design specifications. Installation of up to 10 client file backup agents will be performed and activated to Avamar Grid along with testing and validation of one flat file backup and recovery instance. Encryption will also be configured for data in transit from the client to the target appliance.

Avamar NDMP Accelerator Node Installation Services

- **Site Preparation and Installation:** AdvizeX will provide the customer with site prerequisites, which includes minimum rack space, power, network, and other environmental requirements. The NDMP Accelerator node will be removed from its current location and rack-mounted into an EMC supported four-post cabinet, cabled, labeled, initialized, and powered up if required.
- **Avamar NDMP Accelerator** – The Avamar NDMP Accelerator will be connected to external IP switches via Ethernet cables provided by the Customer. Avamar Grid integration, IPs, software, retentions, policies, users, datasets, groups, and domains will be configured in accordance with Customer requirements and EMC best practices. The NDMP Accelerator will be configured and registered for up to four NAS volumes along with testing and validation of one flat file backup and recovery job.

Avamar DDBOOST Deployment Services:

- **Site Preparation and Installation** – AdvizeX will provide the Customer with site prerequisites, which includes software, network, limitations and other environmental requirements.
- **Avamar and Data Domain Boost Service** – The Avamar and Data Domain Boost software will be installed and configured on one Avamar Grid. Capacity requirements will be addressed during the initial planning of this service ensuring adequate capacity. The Avamar backup and restore software, retentions, policies, users, datasets, groups, and domains will be created in accordance with Customer requirements and EMC design specifications with the Data Domain using DD Boost software. Up to 10 clients will be configured to Avamar to use the DD Boost solution along with testing and validation of a backup and recovery job.

Data Domain Installation Services:

- **Site preparation and installation prerequisites** – AdvizeX will provide the Customer with site prerequisites, which includes minimum rack space, power, network, and other environmental requirements. The Data Domain will be rack-mounted into an EMC supported four post cabinet, cabled, labeled, initialized, and powered up.
- **Data Domain Configuration** –The Data Domain appliances will be connected to external IP switches via Ethernet cables provided by the Customer. The Data Domain operating system will be installed with all current patches and updates. Local user accounts will be added. Licensing will be entered and verified and EMC “call home” functionality will be configured. Replication configuration, after both units have been implemented, will include the initial pairing with test and validation.

SECONDARY SITE LOCATION

Avamar Installation Services:

- **Site Preparation and Installation** – AdvizeX will provide the Customer with site prerequisites, which includes software, network, limitations and other environmental requirements. The Avamar Grid will be rack-mounted into an EMC supported four post cabinet, cabled, labeled, initialized and powered up.
- **Avamar Grid Configuration:** The Avamar 3 node Grid will be connected to internal node switches via Ethernet cables provided by EMC and external IP switches via Ethernet cables provided by the Customer. Avamar Grid access, IPs, software, and email home will be configured according to best practices. Avamar retentions, policies, users, datasets, groups, and domains will be created in accordance with Customer requirements and EMC's design specifications. Installation of up to 10 client file backup agents will be performed and activated to Avamar Grid along with testing and validation of one flat file backup and recovery instance. Encryption will also be configured for data in transit from the client to the target appliance.

Avamar DDBOOST Deployment Services:

- **Site Preparation and Installation** – AdvizeX will provide the Customer with site prerequisites, which includes software, network, limitations and other environmental requirements.
- **Avamar and Data Domain Boost Service** – The Avamar and Data Domain Boost software will be installed and configured on one Avamar Grid. Capacity requirements will be addressed during the initial planning of this service ensuring adequate capacity. The Avamar backup and restore software, retentions, policies, users, datasets, groups, and domains will be created in accordance with Customer requirements and EMC design specifications with the Data Domain using DD Boost software. Up to 10 clients will be configured to Avamar to use the DD Boost solution along with testing and validation of a backup and recovery job.

Data Domain Installation Services:

- **Site preparation and installation prerequisites** – AdvizeX will provide the Customer with site prerequisites, which includes minimum rack space, power, network, and other environmental requirements. The Data Domain will be rack-mounted into an EMC supported four post cabinet, cabled, labeled, initialized, and powered up.
- **Data Domain Configuration** – The Data Domain appliances will be connected to external IP switches via Ethernet cables provided by the Customer. The Data Domain operating system will be installed with all current patches and updates. Local user accounts will be added. Licensing will be entered and verified and EMC "call home" functionality will be configured. Replication configuration, after both units have been implemented, will include the initial pairing with test and validation.

COMMON ACTIVITIES

Data Protection Advisor (DPA) Implementation Services:

- **Site preparation and installation prerequisites** – AdvizeX will provide the customer with site prerequisites, which includes software, network, limitations and other environmental requirements.
- **Data Protection Advisor Installation and Configuration** – AdvizeX will install and configure one Data Protection Advisor server using the internal Data Protection Advisor database. DPA will be configured to provide reporting on up to four managed entities with the assumption being DPA will be configured for both Avamar Grids and both Data Domains. AdvizeX will show several of the most commonly used default reports, how to navigate the interface, and how to use DPA to report on the configured backup environment. For example, a backup success and failure report may be demonstrated along with one default capacity report. The creation or modification of custom reports is not included in this service.

Documentation and Knowledge Transfer Services:

- **Documentation delivery and informal knowledge transfer** – Handover of all “**As-Built**” **documentation** as well as execution of an informal training session (up to four hours) with Customer’s IT group on the new configurations which were constructed and delivered as part of this statement of work.

DELIVERABLES

The deliverables associated with this engagement are:

- Implementation Services will provide:
 - “**As-Built**” **documentation** for the solution listed in the “Project Scope” section

EXCLUSIONS

The following elements are excluded from the services proposed in this Statement of Work:

- Construction or delivery of any education curriculum, unless otherwise defined above;
- Design or development of any custom software solutions, including scripting;
- Delivery of financial assessments or corresponding impact analysis;
- Any architectural design or development beyond that defined in the scope of this project;
- Any responsibility for the ongoing configuration, management, or maintenance of any hardware, software, or systems involved in this Statement of Work.

If any of the above elements must later be brought into the scope of this project, the Change Management Process will be invoked to address the required changes.

Governance

TERMS AND CONDITIONS

AdvizeX and Customer acknowledge and agree to the following terms and conditions:

- If a Master Services Agreement already exists between Customer and AdvizeX, the terms of the MSA supersede and enhance the terms below.
- This proposal contains proprietary information of Customer and AdvizeX and may not be reproduced or shared without the advance written consent of both parties.
- This proposal has been prepared based on information supplied by Customer and on our observations, and contains our entire proposal. No representations, undertakings, agreements, terms, or conditions exist other than those contained in this proposal.
- Any errors or omissions in this document should be deemed mechanical and will be corrected upon discovery.
- This proposal and associated price quotation are valid for a period of 30 days from the date on listed on this document's cover page.
- Resources utilized in the delivery of this engagement are restricted to standard business hours (8am-5pm EST, 40 hours per week) unless agreed to in advance by both parties.
- AdvizeX personnel are entitled to time off in compliance with AdvizeX company policies. All such leave will be communicated to Customer in advance whenever possible and will be coordinated to minimize any potential impact on this engagement.
- A signed Statement of Work and validated method of payment are required prior to project commencement.
- AdvizeX requires a minimum of ten business days from the signature of this Statement of Work to staff the project.

RESPONSIBILITIES

AdvizeX and Customer agree to the following definition of responsibilities:

- AdvizeX will provide a project manager or equivalent to act as the single point-of-contact for coordination of any activities required to successfully complete this engagement.
- Customer will provide a single point-of-contact to facilitate this engagement who is responsible for providing timely feedback to requests made during the project.
- Customer acknowledges that timely provision of and access to staff, facilities, data, documentation, and infrastructure is required to complete this engagement within the specified timeframe.
- Customer is responsible for the accuracy and completeness of data provided to AdvizeX to deliver this engagement. AdvizeX may review or validate said information, but is not responsible for gathering it unless defined in the Project Scope.
- Customer is responsible for the coordination of any outages required to complete the services detailed in this Statement of Work, including change management approval.
- Customer is responsible for the full and complete backups of their data, and AdvizeX shall not be held liable for any data loss that may occur.

COMPLETION CRITERIA

Unless specifically stated otherwise, acceptance of the services and any materials provided hereunder will occur upon the completion of the applicable portion of the services. AdvizeX uses a standard Milestone Completion Form (MCF) as the basis for all services revenue recognition. When AdvizeX has fulfilled the criteria associated with a milestone or timeframe as defined in the Investment of this document, AdvizeX shall send Customer a MCF indicating project phase completion and requesting acceptance and signoff.

If Customer is satisfied with the performance for that phase, signoff will indicate acceptance. If Customer responds in writing that AdvizeX has not satisfactorily completed the phase, the parties will meet and use good faith to resolve difficulties.

The receipt of Customer signoff or the lack of written notice to AdvizeX of any issues with work performed within five business days of receipt of a MCF will be deemed as acceptance of the services performed. AdvizeX will recognize revenue upon delivery of a signed MCF or five business days after customer has received the MCF.

CHANGE MANAGEMENT PROCESS

AdvizeX and Customer agree to use industry standard change management processes to provide documentation and control for any changes to this Statement of Work.

Investment

The total fixed-fee investment for the services defined in this Statement of Work is **\$34,725**. This cost **includes** any associated travel costs that may be incurred in the delivery of these services.

AdvizeX shall recognize project completion based on the schedule defined below. The fees for this project are based upon the scope of work and efforts detailed in this document. AdvizeX will bill Customer based on the investment schedule defined below.

Customer understands and agrees that the services proposed in this Statement of Work are provided on a fixed price basis for the scope of work outlined in this document.

INVESTMENT SCHEDULE:

#	Milestone/Event:	Amount:
1	Signature of Statement of Work	\$8,725.00
2	Physical installation of hardware	\$13,000.00
3	Delivery of “As-Built” documentation	\$13,000.00
	Total:	\$34,725.00

Statement of Work Acceptance

All parties hereby acknowledge that they have read and understand this Statement of Work and all attachments thereof, and agree to all terms and conditions stated herein.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date below:

AdvizeX Technologies LLC

State of West Virginia

Signature

Signature

David Brewster

Printed Name

Printed Name

Consulting Manager

Title

Title

03/03/2016

Date

Date

DOCUMENT REVISION:

Document Version:	1.1
Creation Date:	March 3, 2015
SOW Number:	WVAvamarDD

Document Control Information

REVISION HISTORY:

Date:	Version:	Change Description:	Author:	Reviewer:
03/03/2016	1.0	Initial Draft	Richard Witherow	Team
03/03/2016	1.0	Minor changes	Richard Witherow	