



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.

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Welcome, Lu Anne Cotrill

Procurement | Budgeting | Accounts Receivable | Accounts Payable

Solicitation Response(SR) | Dept: 0212 | ID: ESR04181600000004998 | Ver: 1 | Function: New | Phase: Final | Modified by batch , 04/19/2016

Header

List View

General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 183215

Procurement Type: Statewide MA (Open End)

Vendor ID:

Legal Name: CADRE COMPUTER RESOURCES CO

Alias/DBA:

Total Bid: \$353,250.00

Response Date:

Response Time:

SO Doc Code: CRFQ

SO Dept: 0212

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Status: Closed

Solicitation Description:

Addendum 1 Software-as-a-Service Multi-Factor

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 : 183215

Solicitation Description : Addendum 1 Software-as-a-Service Multi-Factor Authentication

Proc Type : Statewide MA (Open End)

Date issued	Solicitation Closes	Solicitation No	Version
	2016-04-19 13:30:00	SR 0212 ESR04181600000004998	1

VENDOR

000000174432

CADRE COMPUTER RESOURCES CO

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	3.1.1 Software as a Service Capabilities (SaaS) Account	5000.00000	EA	\$35.010000	\$175,050.00

Comm Code	Manufacturer	Specification	Model #
43233200			

Extended Description : Pricing shall be per "account" for a two (2) year initial period.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.2.1 Optional Renewal of SaaS (One Year) Year "3"	5000.00000	EA	\$11.880000	\$59,400.00

Comm Code	Manufacturer	Specification	Model #
43233200			

Extended Description : Pricing shall be per "account" for a one (1) year period.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	3.1.2.2 Optional Renewal of SaaS (One Year) Year "4"	5000.00000	EA	\$11.880000	\$59,400.00

Comm Code	Manufacturer	Specification	Model #
43233200			

Extended Description : Pricing shall be per "account" for a one (1) year period.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	3.1.2.3 Optional Renewal of SaaS (One Year) Year "5"	5000.00000	EA	\$11.880000	\$59,400.00

Comm Code	Manufacturer	Specification	Model #
43233200			

Extended Description : Pricing shall be per "account" for a one (1) year period.

REQUEST FOR QUOTATION

Multi*Factor Authentication (SaaS)

Executive Summary

State of West Virginia Office of Technology is pursuing a solution to improve security by leveraging a multi-factor authentication platform delivered by a secure public cloud offering to minimize impact to resources and infrastructure while yielding a fast implementation available to the many agencies it supports.

Introduction

Gemalto is world leader in protecting, verifying and managing digital identities and interactions. This enables our clients to offer personal mobile services, payment security, authenticated cloud access, software monetization, data encryption, machine-to-machine applications and many other services.

The solutions which enable these services are built to protect both ends of the network; at the edge in the form of secure software and devices, and at the core to manage the data they hold and exchange. Our ability to do this is founded on our expertise in security processes, software and cryptography.

We develop and install secure software in diverse products (SIMs/MIMs, payment cards, eID documents etc.) used to access digital services.

We secure digital services by offering a seamless chain of software, products, platforms and services both at the edge and the core of the network. The solutions we develop enable our clients to deliver a vast range of secure services in identity, authentication, m2m world, mobile, payment, and more.

In this proposal we are providing an end-to-end solution to address 2 Factor Authentication comprising of our field proven **SafeNet Authentication Service (SAS)**. Gemalto\SafeNet's SAS holds the distinction of 4 consecutive years as holds The Leader in Gartner Magic Quadrant for Authentication. Gemalto's SAS additionally offers the most integrations into industry leading enterprise class solutions that benefit from additional security through authentication, such as SSO.

SafeNet was acquired by Gemalto in 2015 (<http://www.safenet-inc.com/SafeNet-Gemalto-Merger/>). Together, we protect more data, transactions and identities than any other company, delivering security services that are used by more than 30,000 businesses and two billion people in more than 190 countries around the world. Directly or indirectly, chances are that you're already using security technologies from Gemalto if you use a smart phone, tap-and-pay, leverage on-demand video streaming services, transfer funds between banks, use mobile applications or many other every-day experiences.

REQUEST FOR QUOTATION
Multi*Factor Authentication (SaaS)

3. GENERAL REQUIREMENTS:

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

3.1.1 Software as a Service Capabilities (SaaS). The SaaS must include the following:

3.1.1.1 Vendor must be listed in Gartner's 2014 Magic Quadrant for User Authentication.

Gemalto Response:

SafeNet has been ranked by Gartner as a leader in the authentication market for 4 years running. This is a current reflection of our position and standing in the market. For more information please refer to the report below:

<http://www.safenet-inc.com/authentication-magic-quadrant/>

Additionally, Gemalto offers the most secure & user friendly solution with the MobilePass Plus. That has also been certified by ANSSI (French National Cybersecurity Agency)

http://www.ssi.gouv.fr/administration/certification_cspn/sdk-ezio-mobile-pour-android-version-2-6-0/

http://www.ssi.gouv.fr/administration/certification_cspn/sdk-ezio-mobile-pour-ios-version-2-6-0/

Gemalto's RFP Response is to suggest a Best of Breed, allowing The State to make a decision on Two Factor Authentication (2FA) independently and that can expand well beyond SSO and incorporate various token-based authentication technologies and practices. Because Gemalto has the most industry integrations into all elements needing authentication, is one of the factor's SafeNet has been awarded the clear leader in Gartner's Authentication Magic Quadrant for four consecutive years.

Check your Breach Level Index and learn more at <http://breachlevelindex.com>.

3.1.1.2 Must be fully integrated with the existing Remote Access: Virtual Private Network (VPN) solution utilized by the State.

Gemalto Response:

The SafeNet Authentication Service (SAS) provides integration with a large ecosystem of VPN solutions that is constantly growing and updated frequently. This is one of the primary reasons that SAS is the leader in the Magic Quadrant and customers keep coming back. The integration and impact to IT departments to implement and support is the easiest in the industry due to our built-in integration. RADIUS integration and support is out-of-the-box in conjunction with industry standard RADIUS platforms. Refer to the link below for integration guides of supported products.

<http://www2.gemalto.com/sas/implementation-guides.html>

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3.1.1.2.1 Solution must adhere to Level 3 specifications of NIST Special Publication 800-63-2, Electronic Authentication Guideline.

Gemalto Response:

Yes. The proposed solution adheres to Level 3 specs of NIST guidelines.

3.1.1.3 Must be configured for high-availability (HA).

Gemalto Response:

As a Cloud based service SAS is backed by a 99.999% SLA in HA configuration which leverages the fully resilient, secure, multi-national infrastructure upon which it is built and which is full managed by SafeNet.

3.1.1.4 Must provide customer data protection through data-at-rest and data-in-transit encryption.

Gemalto Response:

The sensitive information related to each account is stored with an AES256 encryption key. Encryption keys are managed and protected by using a Hardware Security Module (HSM). The FIPS 140-2 Level 3 designed HSM is tamper-resistant, and is protected from physical or logical attempts to break into the device and gain access to the encryption keys. Customer user stores are synchronized with SafeNet Authentication Service using a lightweight synchronization agent. All communication between this agent and the SAS point of presence (POP) is encrypted with AES256 encryption running on a Secure Tunnel, which comprises an application layer tunnel on top of an SSL tunnel.

3.1.1.5 The vendor must provide the State, at minimum annually, third party information security audit(s) and be willing to share results of those audits(s).

Gemalto Response:

SafeNet Authentication Service received an Independent Service Auditor's Report (SOC2) on Controls Relevant to Security and Availability for the SafeNet Authentication Service System This is a Type 2 Report - A report on management's description of the service organization's system and the suitability of the design and operating effectiveness of the controls.

3.1.1.6 The vendor must provide documentation outlining the use of any third party cloud services used by the vendor for the State.

Gemalto Response:

As a Cloud based service SAS is backed by a 99.999% SLA which leverages the fully resilient, secure, multi-national infrastructure upon which it is built and which is full managed by SafeNet. No third party cloud services are used.

3.1.1.7 The Vendor shall notify the State concerning the discovery of critical vulnerability and security incidents that potentially jeopardize the confidentiality, integrity and availability of the

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SaaS. Notification shall be implemented and confirmed within twenty-four (24) hours following confirmation of the event.

Gemalto Response:

When a potential security incident is detected, a defined incident management process is initiated by authorized personnel. Corrective actions are implemented in accordance with defined policies and procedures. Prior to the actual service update the following tasks are performed:

- Provisioning Testing: This is done on the updated service in a controlled environment and done by the Gemalto Service Operations team. With the conclusion of these tests the code has passed 3 rounds of testing successfully, each done by a different group: Unit testing done by the developer, Sprint Code Testing done by the QA group, and Service Update Provisioning Testing done by Service operations.
- A Planned Release Notification (PRN) is sent to all existing customers notifying them on the scope of the update and planned date of actual service update.
- Penetration testing: Penetration testing is done on a dedicated non-production system that is not in use, but runs in the same environment as the operational service.
- At the last stage, all data is backed up from the operational service, which allows Gemalto to rollback immediately in case of any unexpected challenges.

3.1.1.8 Multi-factor Authentication Support. Must support multifactor authentication integration with the following applications & services at no additional charge:

3.1.1.8.1 Remote Access/Virtual Private Network (VPN)

Gemalto Response:

Yes is supported. Integrations guides are available here at no additional charge:
<http://www2.gemalto.com/sas/implementation-guides.html>

3.1.1.8.2 Microsoft Outlook, Forefront, Remote Desktop Protocol, Active Directory Federation Services (ADFS) and Office 365

Gemalto Response:

Yes is supported. Integrations guides are available here:
<http://www2.gemalto.com/sas/implementation-guides.html>

3.1.1.8.3 Unix- Secure Socket Shell (SSH)

Gemalto Response:

Yes is supported. Integration guide is available here:
http://www.safenet-inc.com/resources/integration-guide/data-protection/Safenet_Authentication_Service/SafeNet_Authentication_Service_Using_SAS_with_UNIX-Linux-Solaris_PAM_Integration_Guide/

3.1.1.9 Second Factor Authentication Requirements. The "something you have" factor must support:

3.1.1.9.1 No-cost, vendor-provided mobile phone application compatible with the latest Apple,

REQUEST FOR QUOTATION
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Android and Windows mobile phone operating systems.

Gemalto Response:

A single (1) Mobilepass soft token is provided at no cost to each licensed user in SAS. Soft token can be installed on iOS devices, Android, Windows mobile or Windows systems, 32 or 64 bit, including, Vista, Windows 7, Windows 8 desktops and Windows 2003 and 2008 Server Family

3.1.1.9.2 Non-proprietary hardware tokens.

Gemalto Response:

Hardware tokens supported are open standard OATH based tokens.
Safenet eToken Pass Features:

- OTP authentication device with LCD display, battery, and OTP generation button
- Time-sync and Event-sync options
- Field programmable
- Support for OATH TOTP protocol
- Standard support for RADIUS OTP
- Modular OTP algorithm support

3.1.1.9.3 Short Message Service (SMS) passcode authentication.

Gemalto Response:

Safenet Authentication Service uses a system called SMS Credits to track and control the usage of SMS gateways for its users. These credits can be pre-purchased from Safenet if a Safenet SMS Gateways will be used, alternatively if the customer choose to setup their own SMS gateway the customer would buy credits from the Service Provider to use thier SMS gateway. Please note that SMS credits can still be tracked and reported via the SAS Console even if a Service Provider SMS gateway is in use.

3.1.1.9.4 System-generated backup codes.

Gemalto Response:

Temporary access passwords can be issued in the event of a lost authentication device and that temporary password has a customizable and enforceable policy such as complexity and lifespan.

It is recommended however that, were possible another strong authentication token be deployed in replacement such as an SMS token to maintain corporate strong authentication standards. This can be issued by a member of helpdesk within moments.

3.1.1.10 Account Management Capabilities. The vendor must include the following capabilities for account management:

3.1.1.10.1 Multifactor authentication access control for account management console.

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Gemalto Response:

SafeNet Authentication Service is managed from a single browser-based portal interface, which is secured using two-factor authentication. The portal allows a service provider to manage its own account plus create sub-accounts at will. It can then manage any of the accounts that it creates and as such uses a hierarchy of parent-child relationships, whereby there is a central root account from which all sub-accounts (child) and further sub-accounts (grandchild) are derived, up to an infinite level. That being said, privacy is protected throughout the chain, as an account can only be viewed and managed by its parent, unless the account has explicitly “delegated” control to its grand-parent or has explicitly invited an external administrator to manage its operation.

In addition to this control, a more granular set of parameters can be defined that allows the “owner” of the account to also set-up roles and permissions for those roles. So, for example, a customer could define various roles (1st line Service Desk, 3rd line support, Reporting Administrator, Main Administrator, etc) and then provide each role with its own permissions in terms of the tasks they are able to carry out and the functions to which they have access

3.1.1.10.2 Reporting capability for authentication logging and administrative actions.

Gemalto Response:

The Service Provider reporting engine (included with the SAS platform) provides an extensive range of usage, compliance, inventory management and billing reports. Reports can be customized, scheduled and automatically delivered to recipients via email or viewed and downloaded through the management UI, sent to syslog server or viewed in event viewer.

3.1.1.10.3 Administrative management console application program interface (API).

Gemalto Response:

SafeNet Authentication Service provides an API integration interface for Web Services to the Authentication and Administration functions. Also the Admin User Interface commands are available via WSDL.

3.1.1.11 Self-service Portal Capabilities. The vendor must include the following capabilities for user self-service:

3.1.1.11.1 Ability for user self-enrollment.

Gemalto Response:

A Self Service Portal, which is internet facing, is provided as part of the SafeNet Authentication Service product. For detail on its functionality please see the specific self service guide available here:

http://www.safenet-inc.com/resources/integration-guide/data-protection/Safenet_Authentication_Service/Safenet_Authentication_Service_Self-Service_Administrator_Guide/

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3.1.1.11.2 Custom branding capability.

Gemalto Response:

Each "Virtual Server" within the SAS product is automatically configured with a unique administration portal which supports customization of company logo, branding, messaging and colors. Same applies for Self-Service page for customization

3.1.1.12 Subscription and Services:

3.1.1.12.1 Enterprise Edition subscription 'or Equal'.

Gemalto Response:

The proposed solution is Enterprise Edition subscription-based Safenet Authentication Service, a cloud provided multi-authentication solution.

3.1.1.12.2 Vendor must bill based upon a per user account, per month basis.

Gemalto Response:

Gemalto bills annually per account and the payments can be broken down to illustrate cost-per-month-per-account. Monthly transactions for subscription services are not recommended by the industry.

3.1.1.12.3 As a Statewide contract, the product must be made available through a separate SaaS Organizational Account linked to a specific State government agency or entity. In addition, each SaaS Organizational Account can have a unique owning government agency or entity, points of contacts and billing information. Finally, each SaaS Organizational Account will leverage the same single bid price (per user per month rate), irrespective of the number of users per SaaS Organizational Account.

Gemalto Response:

The organizational structure of the SaaS delivered SAS can reflect the needs of the State of West Virginia and the pricing will be extended as agreed upon. SafeNet Authentication Services are leveraged by many state governments and used by federal governments and agencies due to the security, agility and simplicity of the solution. We expect that the State of West Virginia would be extremely pleased should you select Gemalto as your two-factor authentication cloud authentication service provider and partner.

Sales

3.1.1.13 Training:

Training services shall include vendor supplied digital training materials that cover all administrative and operational functionality of the service. Vendor shall provide digital training materials that cover all end user functionality. Vendor must provide the state permission to utilize training materials in a learning management system.

Gemalto Response:

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Multi*Factor Authentication (SaaS)

Training can be provided as part of professional services deliverable. However extensive training is not necessary for administrators to end users. Gemalto designed the solution to yield the highest security with the ease to make it adaptable for every user. We encourage a scheduled brief demonstration where you can see for yourselves. In addition, we have successfully rolled this out to 25,000 users within two weeks, thus proving simplicity in the architecture and end-user experience.

3.1.1.14 Support Services:

3.1.1.14.1 Enterprise SaaS Support: Vendor must provide non- critical support Monday through Friday (9am – 5 pm EST) and critical issues support 24/7, by via email, phone or instant messenger. See definitions for critical issues support clarification.

Gemalto Response:

Gemalto / SafeNet provides an escalation point within each of its major territories (EMEA, APAC and America) with a specific SLA on tickets between 9am -10pm GMT for various issue types. For any mission critical issues (e.g. all users unable to authenticate) then a 24x7x365 emergency support is provided and response times of less than one hour (typically within 30 minutes). A specific document will be provided to describe the standard support offering and additional support options.

3.1.2 Renewal of Software as a Service Capabilities (SaaS):

3.1.2.1 Optional Renewal of SaaS (One Year) *per* Mandatory
Contract Requirements (3.1.1) – Year "3".

Gemalto Response:

Gemalto & Cadre recommend that the State of West Virginia purchase the 3 year subscription as this is approximately the same price offered for 2 years. The reason for this similar price between year 2 and year 3 is that we will eliminate the initial setup fee for the subscription. The initialization fee is added to new contracts and Gemalto reserves the right to implement this fee past the initial term. These options and continuing discussions will result in significant savings for the State of West Virginia.

This pricing is included in the Pricing Sheet.

We are also prepared to discuss alternative payment models, such as deferring payments. If the State of West Virginia wishes to sign for 3 year, we can accept annual payments over three year term. We are open to discussing what works best for The State.

3.1.2.2 Optional Renewal of SaaS (One Year) *per* Mandatory
Contract Requirements (3.1.1) – Year "4".

Gemalto Response:

This pricing is included in the Pricing Sheet and is based upon contract terms.

3.1.2.3 Optional Renewal of SaaS (One Year) *per* Mandatory

REQUEST FOR QUOTATION
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Contract Requirements (3.1.1)-Year "5".

Gemalto Response:

This pricing is included in the Pricing Sheet and is based upon contract terms.

RWBE14740

Certification Number

November 14, 2016

Expiration Date



NATIONAL WOMEN BUSINESS OWNERS CORPORATION

Certifies that:

Cadre Computer Resources Co.

has successfully met the requirements of the NWBOC National Certification Program for certification as a woman-owned and woman-controlled business.

The identified business has qualified as an eligible Woman Business Enterprise (WBE) as set forth in NWBOC Standards and Procedures.

Janet Harris-Lange

President

November 15, 2015

Date

NAICS Code(s): 541519

NWBOC, 1001 W. Jasmine Dr., #G, Lake Park, FL 33403 • 800-675-5066 • www.nwboc.org

Tampering or altering this certificate is, in the discretion of NWBOC, grounds for termination of certification.



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7.1.4 Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

7.2.1 Immediate cancellation of the Contract.

7.2.2 Immediate cancellation of one or more release orders issued under this Contract.

7.2.3 Any other remedies available in law or equity.

8. MISCELLANEOUS:

8.1 No Substitutions: Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.

8.2 Vendor Supply: Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.

8.3 Reports: Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

In addition: The Vendor shall provide the State a quarterly report listing the current number of SaaS Organizational Accounts owned by State of West Virginia government agencies or entities, the name of the government agency or entity and the number of user accounts assigned to each SaaS Organizational Account.

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

Contract Manager: Christopher Loughner
Telephone Number: 412-299-5506

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Fax Number: 412-299-5508
Email Address: chris.loughner@cadre.net

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with **West Virginia Code, §5A-3-37**. (Does not apply to construction contracts). **West Virginia Code, §5A-3-37**, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. Application is made for 2.5% vendor preference for the reason checked:

Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,

Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,

Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,

2. Application is made for 2.5% vendor preference for the reason checked:

Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

3. Application is made for 2.5% vendor preference for the reason checked:

Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

4. Application is made for 5% vendor preference for the reason checked:

Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,

5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,

6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.

Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Cadre Computer Resources

Signed: Christopher A. Foughner

Date: 4-14-16

Title: Enterprise Consultant

RFQ No. 0212

STATE OF WEST VIRGINIA
Purchasing Division
PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

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

DEFINITIONS:

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

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Cadre Computer Resources

Authorized Signature: Christopher A. Joyner Date: 4-14-16

State of _____

County of _____, to-wit:

Taken, subscribed, and sworn to before me this ____ day of _____, 20__.

My Commission expires _____, 20__.

AFFIX SEAL HERE

NOTARY PUBLIC _____



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

State of West Virginia
Request for Quotation
21 — Info Technology

Proc Folder: 183215

Doc Description: Software-as-a-Service (SaaS) Multi-Factor Authentication

Proc Type: Statewide MA (Open End)

Date Issued	Solicitation Closes	Solicitation No	Version
2016-03-24	2016-04-19 13:30:00	CRFQ 0212 SWC1600000004	1

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:

Cadre Computer Resources
201 East 5th St., Suite 1800, Cincinnati, OH 45202
(412) 299-5506

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale

(304) 558-8801

stephanie.l.gale@wv.gov

Signature X

Christopher A. Foughner

FEIN #

31-1791520

DATE

4-14-16

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

Exhibit A - Multi-Factor Authentication (SaaS)
Pricing Sheet

Line Item Number	Item Name	Description	Alternative Item SKU	Alternative Item Name and Description	Unit of Measure	Quantity	Unit Price	Extended Unit Price
3.1		Mandatory Contract Item Requirments						
3.1.1	Software as a Service Capabilities (SaaS) Account	All items listed under "Software as a Service Capabilities (3.1.1)". Two (2) year initial implementation contract.			Each	5000	35.01	175,050.00
3.1.2		Renewal of Software as a Service Capabilities (SaaS)						
3.1.2.1	Software as a Service Capabilities (SaaS) Account	OPTIONAL RENEWAL YEAR 3			Each	5000	11.88	59,400.00
3.1.2.2	Software as a Service Capabilities (SaaS) Account	OPTIONAL RENEWAL YEAR 4			Each	5000	11.88	59,400.00
3.1.2.3	Software as a Service Capabilities (SaaS) Account	OPTIONAL RENEWAL YEAR 5			Each	5000	11.88	59,400.00
							Total Bid Price	353,250.00

Proposal Date: 4/18/2016
Expiration Date:
Proposal Terms: 30 Days

State of West Virginia
Proposal No: OWLT8A8000BYCAL
State of West Virginia-Gemalto 2YR

Presented To: State of West Virginia

Attn: Stephanie Gale

2019 Washington Street, East
Charleston, WV 25305
Phone: (304)558-8801
Email: stephanie.l.gale@wv.gov

Item	Product Name & Description	Part No	Qty	Unit Price	Extended Price
1	SAS-CLOUD SERVICE - SINGLE UNIT CAPACITY (PLUS SUPPORT 24X7) Coverage Dates: 6/1/2016 - 5/31/2018	955-000187-001-008	5000	\$23.760	\$118,800.00
2	SafeNet Authentication Service - Initial Set-up Charge Coverage Dates: 6/1/2016 - 5/31/2018	955-000002-001	5000	\$11.250	\$56,250.00
3	SafeNet MobilePass Token (IOS & Android) Software, SAS Cloud	955-000080-001-000	5000	\$0.000	\$0.00
				Subtotal:	\$175,050.00
				GRAND TOTAL:	\$175,050.00

Comments:

- **Payment Terms.** Subject to continuing credit approval, terms of payment are net 30 days from the invoice due date unless otherwise noted.
- **Pricing.** Unless otherwise noted, prices quoted are good for 30 days and does not include applicable tax.
- **Freight.** Unless otherwise noted, prices do not include freight. All freight amounts are estimates only and are subject to change.
- **Returns.** Except for returns permitted under any end-user warranties provided by the manufacturer, all returns must be pre-approved by Cadre and the manufacturer. If approved such return may be subject to the vendor's specified restocking fee(s).
- **Cadre Professional Services.** Services will be documented in an agreed upon PSA (and one or more Statements of Work signed under that agreement) and will be provided to the client stated above.
- **International Shipping.** Orders that are shipped to countries outside of the US may be subject to additional fees which include import taxes, customs duties and handling fees levied by the destination country. The recipient of an international shipment may be subject to such import taxes, customs duties and fees, which are levied once a shipment reaches your country. These additional charges for customs clearance must be borne by the recipient; we have no control over these charges and cannot predict what they may be. Customs policies vary widely from country to country. When customs clearance procedures are required, it can cause delays beyond our original delivery estimates as well as additional fees for storage of equipment. The freight, duty/vat (taxes), and handling charges referenced on this quote are an estimate only; provided to you for general information purposes. Recipient of the shipment is responsible for all fees upon delivery or invoicing.

This information is confidential, and the property of Cadre. The contents are provided specifically for the client and without authorization from Cadre not to be distributed.

Sales Proposal

Created by: Chris Loughner

Proposal Date: 4/18/2016

Expiration Date:

Proposal Terms: 30 Days

State of West Virginia

Proposal No: OWLT8A8000C1CAL

State of West Virginia-Gemalto YR 3-5

Presented To: State of West Virginia

Attn: Stephanie Gale

2019 Washington Street, East

Charleston, WV 25305

Phone: (304)558-8801

Email: stephanie.l.gale@wv.gov

Item	Product Name & Description	Part No	Qty	Unit Price	Extended Price
1	SAS-CLOUD SERVICE - SINGLE UNIT CAPACITY (PLUS SUPPORT 24X7) Coverage Period: 6/1/2018 - 5/31/2021	955-000187-001-008	5000	\$35.640	\$178,200.00
2	SafeNet MobilePass Token (IOS & Android) Software, SAS Cloud	955-000080-001-000	5000	\$0.000	\$0.00
				Subtotal:	\$178,200.00
				GRAND TOTAL:	\$178,200.00

Comments:

- **Payment Terms.** Subject to continuing credit approval, terms of payment are net 30 days from the invoice due date unless otherwise noted.
- **Pricing.** Unless otherwise noted, prices quoted are good for 30 days and does not include applicable tax.
- **Freight.** Unless otherwise noted, prices do not include freight. All freight amounts are estimates only and are subject to change.
- **Returns.** Except for returns permitted under any end-user warranties provided by the manufacturer, all returns must be pre-approved by Cadre and the manufacturer. If approved such return may be subject to the vendor's specified restocking fee(s).
- **Cadre Professional Services.** Services will be documented in an agreed upon PSA (and one or more Statements of Work signed under that agreement) and will be provided to the client stated above.
- **International Shipping.** Orders that are shipped to countries outside of the US may be subject to additional fees which include import taxes, customs duties and handling fees levied by the destination country. The recipient of an international shipment may be subject to such import taxes, customs duties and fees, which are levied once a shipment reaches your country. These additional charges for customs clearance must be borne by the recipient; we have no control over these charges and cannot predict what they may be. Customs policies vary widely from country to country. When customs clearance procedures are required, it can cause delays beyond our original delivery estimates as well as additional fees for storage of equipment. The freight, duty/vat (taxes), and handling charges referenced on this quote are an estimate only; provided to you for general information purposes. Recipient of the shipment is responsible for all fees upon delivery or invoicing.

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