



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.

Welcome, Lu Anne Cottrill

[Procurement](#) [Budgeting](#) [Accounts Receivable](#) [Accounts Payable](#)

Solicitation Response(SR) Dept: 0214 ID: ESR12011500000002488 Ver.: 1 Function: New Phase: Final Modified by batch , 12/08/2015

Header

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Procurement Folder: 134451

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0214

Vendor ID: VS0000001806 [Go](#)

SO Doc ID: SUR1600000001

Legal Name: Trapeze Software Group

Published Date: 11/30/15

Alias/DBA: AssetWorks LLC

Close Date: 12/8/15

Total Bid: \$0.00

Close Time: 13:30

Response Date: 12/01/2015 [Calendar](#)

Status: Closed

Response Time: 14:14

Solicitation Description: Addendum 6 - Federal and State Inventory System

Total of Header Attachments: 0

Total of All Attachments: 0



State of West Virginia Solicitation Response

Solicitation Description : Addendum 6 - Federal and State Inventory System

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation No	Version
	2015-12-08 13:30:00	SR 0214 ESR12011500000002488	1

VENDOR

VS0000001806

Trapeze Software Group

AssetWorks LLC

FOR INFORMATION CONTACT THE BUYER

Linda Harper
(304) 558-0468
linda.b.harper@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	Inventory System, Installation, Maintenance and Warranty	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description :	Lump-Sum of Surplus Inventory System, Barcode Scanners, Related Hardware, Installation, Maintenance, and Warranty.

December 8, 2015

Ms. Linda Harper
State of West Virginia
Department of Administration – Purchasing Division
2019 Washington St. E
Charleston, WV 25305

RE: Request for Quotation No. 0214 SUR1600000001

Dear Ms. Harper:

Please know AssetWorks will not be responding to the solicitation detailed above. The State's requirements specify that a solution must be locally installed on the State's servers, and AssetWorks cannot comply with these requirements. The AssetWorks solution complies with the State's functional requirements and many of the State's technical requirements presented in the solicitation; however, the AssetWorks solution is offered in a Software as a Service, vendor hosted model which is used by 100% of our 16 current State and Federal surplus customers. AssetWorks has been utilizing this model for 15 years and has maintained an impeccable level of security for our customer's data. Our solution could save the State a significant amount of time, resources, and money because all necessary server hardware, software, maintenance, and upgrades are provided by AssetWorks.

By excluding this type of a solution, the State is cutting out the potential to receive bids from AssetWorks and any other vendor who may offer their solution in this fashion. The State was made aware of the fact that AssetWorks would not be able to respond to such a RFP long before the solicitation was created. Because of the stipulations contained within the request, AssetWorks asked the State to reconsider holding fast to the position that a SaaS solution is not acceptable. The State responded with a simple answer: No, we are not interested in considering a SaaS, vendor hosted solution. Please comply with the Specifications as written.

The limiting nature of this RFP will drastically reduce the State's number of responses, and the State is losing out on an opportunity to have a truly competitive bid process. Specifically, the State has excluded the company which has the largest market share of any software company for the management of State and Federal Surplus property, AssetWorks.

The undersigned has the authority to submit this letter on behalf of AssetWorks in response to the State of West Virginia's RFQ No. 0214 SUR1600000001.

Please find below my contact information:

Company Name:	AssetWorks LLC
Address:	5000 Plaza on the Lake, Suite 315 Austin, Texas 78746
Representative Name:	Sean Pugatch
Representative Title:	Regional Sales Director
Phone:	(512) 347-7400 x1865
Fax:	(512) 347-7525
Email:	sean.pugatch@assetworks.com

Should you have any questions regarding this, please do not hesitate to contact me.

Regards,

A handwritten signature in blue ink, reading "Sean Pugatch". The signature is fluid and cursive, with the first name "Sean" written in a larger, more prominent script than the last name "Pugatch".

Sean Pugatch
AssetWorks LLC