



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 5

List View

General Information [Contact](#) [Default Values](#) [Discount](#) [Document Information](#)

Procurement Folder: 330428

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0210

Vendor ID: 000000211218 [Go](#)

SO Doc ID: ISC1700000023

Legal Name: INNOVATIVE BUSINESS SOLUTIONS

Published Date: 6/1/17

Alias/DBA: BRIAN LYNN BARTLETT

Close Date: 6/8/17

Total Bid: \$13,537.80

Close Time: 13:30

Response Date: 06/07/2017 [Calendar](#)

Status: Closed

Response Time: 12:53

Solicitation Description: Addendum #1 OT17151 - Wireless Access Points for

Total of Header Attachments: 5

Total of All Attachments: 5



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

State of West Virginia
Solicitation Response

Proc Folder : 330428

Solicitation Description : Addendum #1 OT17151 - Wireless Access Points for Building "3

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-06-08 13:30:00	SR 0210 ESR05311700000005972	1

VENDOR

000000211218

INNOVATIVE BUSINESS SOLUTIONS

BRIAN LYNN BARTLETT

Solicitation Number: CRFQ 0210 ISC1700000023

Total Bid : \$13,537.80

Response Date: 2017-06-07

Response Time: 12:53:52

Comments:

FOR INFORMATION CONTACT THE BUYER

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

Signature on File

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 Aerohive AP130 (p/n AH-AP-130-AC-FCC), or equal	45.00000	EA	\$206.840000	\$9,307.80

Comm Code	Manufacturer	Specification	Model #
43200000			

Extended Description : 3.1.1 Aerohive AP130 (part number AH-AP-130-AC-FCC), or equal, contract item must meet or exceed the items listed: Must be plenum rated. Must be (2) radio 2x2:2 IEEE 802.11 a/b/g/n/ac. Must support (1) 10/100/1000 Mbit/s. Must be FCC (Federal Communications Commission) regulatory domain compliant. May be provided without power supply. Access points must be manageable by existing Aerohive manager(s) in use currently by the State. This indicates that the product provided must integrate into the existing system with no additional accommodations.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.2 Aerohive Hive Mgr License (p/n AH-HM-LIC-1AP) or equal	45.00000	EA	\$94.000000	\$4,230.00

Comm Code	Manufacturer	Specification	Model #
43200000			

Extended Description : 3.1.2 Aerohive Hive Manager License (part number AH-HM-LIC-1AP), or equal, contract item must meet or exceed the items listed: Any license must allow: proper operational functions of the hive manager, simple policy creation, firmware upgrades, configuration updates and monitoring from the existing Hive Manager solution's management interface. Any license must be recognized by the Hive Manager v6.8r7 or higher 6.x versions and authorize the access point(s) to receive configuration data from the Hive Manager. Any license must permit the gathering of performance metrics for all



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: 330428

Doc Description: Addendum #1 OT17151 - Wireless Access Points for Building "3

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2017-06-01	2017-06-08 13:30:00	CRFQ 0210 ISC1700000023	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:
INNOVATIVE BUSINESS SOLUTIONS 00211218
1224 BRUSHY FORK
CAIRO, WV 26337
304-628-3049

FOR INFORMATION CONTACT THE BUYER

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

Signature X

FEIN # 55-0785005

DATE 6-6-2017

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

ADDITIONAL INFORMATION:

Addendum #1 issued to:

1. Extend bid opening date to 6/8/2017 @ 1:30pm .

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	RECEIVING DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 908 BULLITT ST CHARLESTON WV 25301-1002 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	3.1.1 Aerohive AP130 (p/n AH-AP-130-AC-FCC), or equal	45.00000	EA	\$ 206.84	\$ 9,307.80

Comm Code	Manufacturer	Specification	Model #
43200000			

Extended Description :
3.1.1 Aerohive AP130 (part number AH-AP-130-AC-FCC), or equal, contract item must meet or exceed the items listed: Must be plenum rated. Must be (2) radio 2x2:2 IEEE 802.11 a/b/g/n/ac. Must support (1) 10/100/1000 Mbit/s. Must be FCC (Federal Communications Commission) regulatory domain compliant. May be provided without power supply. Access points must be manageable by existing Aerohive manager(s) in use currently by the State. This indicates that the product provided must integrate into the existing system with no additional accommodations.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	RECEIVING DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 908 BULLITT ST CHARLESTON WV 25301-1002 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	3.1.2 Aerohive Hive Mgr License (p/n AH-HM-LIC-1AP) or equal	45.00000	EA	\$ 94.00	\$ 4,230.00

Comm Code	Manufacturer	Specification	Model #
43200000			

Extended Description :
3.1.2 Aerohive Hive Manager License (part number AH-HM-LIC-1AP), or equal, contract item must meet or exceed the items listed: Any license must allow: proper operational functions of the hive manager, simple policy creation, firmware upgrades, configuration updates and monitoring from the existing Hive Manager solution's management interface. Any license must be recognized by the Hive Manager v6.8r7 or higher 6.x versions and authorize the access point(s) to receive configuration data from the Hive Manager. Any license must permit the gathering of performance metrics for all licensed access point(s). Any license must allow for the modification of access point(s).

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Technical Questions Due	2017-05-25

SOLICITATION NUMBER: CRFQ ISC1700000023

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☒ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☐ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☐ Other

Description of Modification to Solicitation:

Addendum #1 issued to:

1. Extend bid opening date to 6/8/2017 @ 1:30pm .

End of Addendum #1

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, 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.

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: 15C1700000023

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.

Innovative Business Solutions
Company
Brian L. Bartlett
Authorized Signature
6-6-2017
Date

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

Exhibit A - Building "3" Wireless AP (OT17151)
Pricing Page

Line Item Number	Item Name	Description	Alternative Item SKU	Alternative Item Name and Description	Unit of Measure	Quantity	Unit Price	Extended Unit Price
		Mandatory Contract Item Requirements						
3.1.1	Aerohive AP130	(part number AH-AP-130-AC-FCC), or equal			each	45	206.84	9,307.80
3.1.2	Aerohive Hive Manager License	(part number AH-HM-LIC-1AP), or equal			each	45	94.00	4,230.00
							Total Bid Price	13,537.80

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;

☐

Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **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 that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's 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) rescind the contract or purchase order; 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.

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: Innovative Business Solutions

Signed: 

Date: 5/30/2017

Title: President

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

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: Innovative Business Solutions

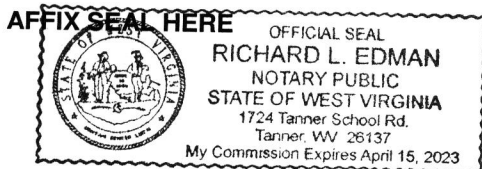
Authorized Signature: Gregory L. Barthelt Date: 5/12/2017

State of West Virginia

County of Ritchie, to-wit:

Taken, subscribed, and sworn to before me this 12 day of May, 2017.

My Commission expires April 15, 2023



NOTARY PUBLIC Richard L. Edman

Purchasing Affidavit (Revised 08/01/2015)

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Brian Bartlett, President
(Name, Title)
Brian Bartlett President
(Printed Name and Title)
1224 Brushy Fork, Cairo, WV 26337
(Address)
304-628-3049 / 304-628-3051
(Phone Number) / (Fax Number)
ibs@citynet.net
(E-mail address)

CERTIFICATION AND SIGNATURE: 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.

Innovative Business Solutions
(Company)
Brian Bartlett, President
(Authorized Signature) (Representative Name, Title)
Brian Bartlett
(Printed Name and Title of Authorized Representative)
5/30/2017
(Date)
304-628-3049 / 304-628-3051
(Phone Number) (Fax Number)