



# West Virginia Purchasing Division

2019 Washington Street, East  
Charleston, WV 25305  
Telephone: 304-558-2306  
General Fax: 304-558-6026  
Bid Fax: 304-558-3970

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 @ 2

List View

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

Procurement Folder: 244520

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0313

Vendor ID: VS000006472

SO Doc ID: DEP1700000006

Legal Name: MobileWright Solutions Inc

Published Date: 10/20/16

Alias/DBA:

Close Date: 11/1/16

Total Bid: \$232,000.00

Close Time: 13:30

Response Date: 10/24/2016

Status: Closed

Response Time: 12:23

Solicitation Description: Addendum 1-AST UST Database Software for DEP

Total of Header Attachments: 2

Total of All Attachments: 2



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

State of West Virginia  
 Solicitation Response

Proc Folder : 244520

Solicitation Description : Addendum 1-AST UST Database Software for DEP

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-11-01 13:30:00	SR 0313 ESR10241600000001809	1

VENDOR
VS0000006472 MobileWright Solutions Inc

Solicitation Number: CRFQ 0313 DEP1700000006

Total Bid : \$232,000.00      Response Date: 2016-10-24      Response Time: 12:23:58

Comments: MobileWright would like to thank the West Virginia DEP for the effort to create the RFQ and for the responses to the pre-bid meeting and submitted questions. MobileWright is hoping to partner with the WV DEP to build a system that will be useful for many years to come.

**FOR INFORMATION CONTACT THE BUYER**  
 Jessica S Chambers  
 (304) 558-0246  
 jessica.s.chambers@wv.gov

Signature on File	FEIN #	DATE
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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	Database Design: AST UST per attached Exhibit A Pricing Page				\$232,000.00

Comm Code	Manufacturer	Specification	Model #
81111704			

<b>Extended Description :</b>	To develop Aboveground and Underground Storage Tank database software, per Exhibit A Pricing Page
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**Comments:** The contract amount excludes hourly support services and optional support for years 2 and 3.



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: 244520

Doc Description: AST UST Database Software for DEP

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2016-09-30	2016-10-25 13:30:00	CRFQ 0313 DEP1700000006	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:

MobileWright Solutions, Inc.  
 30 Wing Road  
 Lynnfield, MA 01940  
 781-968-5245

**FOR INFORMATION CONTACT THE BUYER**

Jessica S Chambers  
 (304) 558-0246  
 jessica.s.chambers@wv.gov

Signature X 

FEIN # 55-0907033

DATE 10/21/2016

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

**ADDITIONAL INFORMAITON:**

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Environmental Protection (WVDEP) to establish a contract to develop a Storage Tanks database and software system to allow WVDEP to implement the requirements of the Aboveground Storage Tank (AST) Act (W. Va. Code 22-30, per the Specifications, and Terms and Conditions as attached.

INVOICE TO		SHIP TO	
ENVIRONMENTAL PROTECTION DIV OF WASTE AND WATER MGT 601 57TH ST SE CHARLESTON WV25304 US		ENVIRONMENTAL PROTECTION DIVISION OF WATER AND WASTE MGT 601 57TH ST SE CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Database Design: AST UST per attached Exhibit A Pricing Page				

**Please see pricing sheet on a subsequent page.**

Comm Code	Manufacturer	Specification	Model #
81111704			

**Extended Description :**

To develop Aboveground and Underground Storage Tank database software, per Exhibit A Pricing Page

<b>DEP170000006</b>	<b>Document Phase</b> Final	<b>Document Description</b> AST UST Database Software for DEP	<b>Page 3</b> <b>of 3</b>
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

## Terms and Conditions

1. In order to meet project milestones, the WV DEP’s AST, UST, LUST, LAST and IT programs will dedicate staff time to fulfill requests from MobileWright judiciously. Requests will include attending business and systems analysis meetings, attending on-site inspections, reviewing and approving documents, and most importantly testing software releases.
2. MobileWright Solutions, Inc. (MobileWright) will provide all of the requirements as described in the “Mandatory Requirements” section of the RFQ during the first two years of the contract. If in will mutual agreement, WV DEP and MobileWright can modify which components are included in releases 1-4 as described on pg. 76-78 of the RFQ. Within the first month of the project, MobileWright and the West Virginia Department of Environmental Protection (WV DEP) will agree to a timeline/project plan that allows MobileWright to deliver well tested software releases with the tanks program’s highest priority components coming first.
3. MobileWright is starting a new project with the Louisiana Department of Environmental Quality in mid-November. MobileWright would request a contract start date for this project of December 5<sup>th</sup> or anytime thereafter that suits the WV DEP.
4. WV DEP will provide MobileWright with remote access to the development and production environments via VPN. This will allow MobileWright to install/upgrade the system and troubleshoot issues.
5. MobileWright will perform some of the business and systems analysis and training on-site in West Virginia. The WV DEP understands that because of MobileWright’s location (North of Boston Massachusetts) travel to West Virginia can be time consuming. The WV DEP will be willing to attend meetings via phone or on-line when possible. MobileWright will host/provide the on-line meetings.

## Software Terms and Conditions

1. To build a robust system for the WV DEP tanks group, the MobileWright’s existing UST Inspector software and core software libraries will be leveraged. Customized versions of this software are in use by several other state UST programs around the country. WV DEP will own a complete copy of software and all enhancements and customizations added for WV DEP. At the completion of the contract, WV DEP can continue to upgrade and enhance this software with or without the help of MobileWright. MobileWright will also have the right to utilize the software for current and future projects in other states.

## Qualifications

### 3.1 Existing Applications

MobileWright Solutions has implemented the following applications. Each of these systems is still in operation. Each of the below UST programs implements § 40 CFR 280 or a stricter set of state specific regulations.

State Agency	Application	Year
<b>New Hampshire Department of Environmental Services</b>	AST Tablet Inspection Application UST Tablet Inspection Application	2006
<b>Idaho Department of Environmental Quality</b>	UST Registration LUST Tracking UST Tablet Inspection Application Violation Tracking Reporting Tools	2009
<b>Connecticut Department of Energy and the Environmental Protection</b>	UST Tablet Inspection Application Violation Tracking	2010
<b>Virgin Islands Department of Planning and Natural Resources</b>	UST Tablet Inspection Application UST Registration/Permitting Violation Tracking	2011



	Reporting Tools	
<b>North Carolina Department of Environmental Quality</b>	UST Tablet Inspection Application (installation and compliance inspections)	2012
<b>South Carolina Department of Health and Environmental Control</b>	UST Tablet Inspection Application (installation, closure, and compliance inspections)	2013
<b>Rhode Island Department of Environmental Management</b>	UST Tablet Inspection Application (installation, closure, and compliance inspections) Violation Tracking	2014
<b>District of Columbia Department of Energy and Environment</b>	UST Tablet Inspection Application Violation Tracking UST Registration LUST Tracking Fee Invoicing and Collection Worker's Certification Reporting Tools	2016

### **3.2 Data Migration, Integration and Backup**

#### **Data Migration Examples**

MobileWright has migrated the Connecticut DEEP and District of Columbia DOEE from Microsoft Access to new SQL Server database schema. MobileWright migrated the Idaho DEQ from Oracle to SQL server.

#### **Integration Examples**

MobileWright has integrated the CT DEEP UST inspection system with their Site Information Management System (SIMS) and FileNet. MobileWright has integrated the South Carolina DHEC UST inspection system with their Environmental Facility Information System (EFIS) and ApplicationXtender / WebXtender. In both of these cases the UST systems both push and pull information to and from the agency wide system and store and retrieve documents in the agency document management system.

#### **Backup**

MobileWright currently hosts the Virgin Islands main UST database. This database holds all UST permit, inspection, and LUST data. MobileWright has implemented an automatic backup process that performs a full database back up during off hours and copies the resulting backup file to an off-site location. Periodically the backups are restored at the off-site location to verify the backups are valid.

MobileWright will work with WV DEP IT to ensure an effective backup/restore strategy that works with the WV network, the database management system, and the existing document management system.

### **3.3 References and Resume**

#### **References**

<b>State Agency</b>	<b>Agency Manager</b>	<b>Email</b>	<b>Phone</b>
New Hampshire Department of Environmental Services	Michael Juranty	<a href="mailto:Michael.Juranty@des.nh.gov">Michael.Juranty@des.nh.gov</a>	(603) 271-6058
Idaho Department of Environmental Quality	Kristi Lowder	<a href="mailto:Kristi.Lowder@deq.idaho.gov">Kristi.Lowder@deq.idaho.gov</a>	(208) 373-0347
Connecticut Department of Energy and the Environmental Protection	Peter Zack	<a href="mailto:Peter.Zack@ct.gov">Peter.Zack@ct.gov</a>	(860) 424-3337
North Carolina Department of Environmental Quality	Michael Phelps	<a href="mailto:michael.phelps@ncdenr.gov">michael.phelps@ncdenr.gov</a>	(336) 776-9684

Rhode Island Department of Environmental Management	Kevin Gillen	<a href="mailto:Kevin.Gillen@DEM.RI.gov">Kevin.Gillen@DEM.RI.gov</a>	(401) 222-2797 X7116
South Carolina Department of Health and Environmental Control	John Morgan	<a href="mailto:morganje@dhec.sc.gov">morganje@dhec.sc.gov</a>	(803) 898-0602
District of Columbia Department of Energy and Environment	Fianna Phill	<a href="mailto:fianna.phill@dc.gov">fianna.phill@dc.gov</a>	(202) 535-2326

**Resume - Dan Blake – Systems Architect / President of MobileWright Solutions**

- Expert in Web and Mobile Windows architecture and system design; has worked with a variety of OS environments and tools; has mentored technical resources in the areas of architecture, database design, performance tuning, and software development.
- Senior Systems Architect and Database Designer with 20 years of experience in custom development projects
- Experienced in the areas of object-oriented design, relational database design, project management, and internet technologies

**Technical Background:**

**Programming Languages:** C#, C++, Java, VB.Net, JavaScript, ColdFusion

**Database Technologies:** Oracle, SQL Server, iAnywhere ASA, MS Access, Entity Framework, NHibernate, ADO.Net, ODBC, JDBC, ERWin, Embarcadero ER/Studio, SQL, PL/SQL, TSQL

**Platforms:** Windows XP-Windows 10/Windows Server, Windows Mobile

**Mobile Technologies:** Windows Tablets, .Net Compact Framework, Scanning, Printing, Imaging, Mobile Databases,

**Internet Technologies:** .Net Framework, ASP.Net, XML, BEA WebLogic, IBM WebSphere, J2EE, IIS, HTML, ISAPI, Web Services, Apache, ActiveX controls

**Development Tools:** Visual Studio/VS.Net, Oracle JDeveloper, ColdFusion Studio, WebLogic

**Experience:**

**MobileWright Solutions- President and Solution Architect (September 2005 – present)**

- Managed, architected, designed and developed the UST Inspector application.
- Implemented a generic database synchronization process designed to facilitate the use of enterprise data in a disconnected field application.
- Implemented and integrated the UST Inspector application for several different states across the country.
- Designed and developed ASP.Net web applications and web services to process on-line registrations and track enforcement.
- Architected, designed and developed handheld solutions for American Power Conversion, the U.S. Environmental Protection Agency, Nokia, auctionPAL, Trimble Mobile Solutions, and the Maine Dept. of Transportation.

**Trimble Mobile Solutions - Database/Solution Architect (October 2003 – March 2007)**

- Defined the system and data architecture for a handheld application to support 4000 handheld users.
- Led a team with 6 other technical resources.

**Edgewater Technology, Inc - Director of Technology, Architect and Database Designer (April 1995 – Oct. 2003)**

- Responsible for technical sales, architectural design, project management, and technical leadership for multiple projects.
- Sold, designed, and built solutions for Edgewater’s customers; also contracted to provide expert architectural and database design consultation.
- Contributed to over 30 projects

**Stream International, Inc - Senior Development Support Representative**

**(Jan. 1993 – April 1995)**

- Taught the Windows 32-bit SDK (C and C++) to technical support representatives
- Provided mentoring assistance to other representatives
- Supported programming of the MS Office suite including Access, Word and Excel (Access Basic, VBA, etc.)

**Education:**

**Undergraduate**

*Boston University*      B.S., Aerospace Engineering, 1991

**Additional and Graduate Coursework**

*Boston University*      C Programming  
                                  Data Structures  
                                  Advanced C++ Programming  
                                  Object Oriented Programming  
                                  Systems Analysis and Design

*Harvard Extension*      Advanced Windows Programming with COM  
                                  Oracle PL/SQL

*UMass – Boston*      Analysis of Algorithms

**Certifications**

Sun Certified Programmer for the Java 2 Platform  
 Sun J2EE Enterprise Architect Written Exam  
 IBM Certified Solutions Expert – DB2 UDB v7.1 Database Administration  
 Macromedia ColdFusion 5 Certified Developer

**11.1 Contract Manager**

Contact Manager:      Dan Blake  
 Telephone Number:    (781) 968-5245  
 Fax Number:            \_\_\_\_\_  
 Email Address:         [dblake@mobilewright.com](mailto:dblake@mobilewright.com)

**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.

	<b>Dan Blake</b>
(Name, Title)	<b>President</b>
(Printed Name and Title)	<b>30 Wing Road, Lynnfield, MA 01940</b>
(Address)	<b>(781) 968-5245</b>
(Phone Number) / (Fax Number)	<b>dblake@mobilewright.com</b>
(email 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.

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 exceed 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: MobileWright Solutions, Inc.

Authorized Signature: [Signature] Date: 10/24/2016

State of Massachusetts

County of Essex, to-wit:

Taken, subscribed, and sworn to before me this 24<sup>th</sup> day of October, 2016

My Commission expires 4/6/2018, 2018.

AFFIX SEAL HERE



NOTARY PUBLIC

[Signature]  
Purchasing Affidavit (Revised 08/01/2015)

# Pricing Sheet

**Database Design: AST/UST database**  
Bid Sheet

ITEM NO.	EST. QUANTITY	SPECIFICATION REF. #	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	1.00	3.1.1	Development of an Aboveground and Underground Storage Tank Database	184000	\$ 184,000
2	375.00	4.1.1.12	Maintenance Support Services (hourly rate)	85	\$ 31,875
3	1.00	5.1	Maintenance and Support - Year 1	48000	\$ 48,000
4	1.00	5.2.3	Maintenance and Support - Year 2	48000	\$ 48,000
5	1.00	5.2.3	Maintenance and Support - Year 3	48000	\$ 48,000
			Total	\$	359,875

Quantities listed on the bid schedule are for bid evaluation purposes only and are not a guarantee of quantities to be ordered over the life of the contract. Actual quantities may be more or less than those stated on this schedule. Note: Modification of this pricing page will result in vendor disqualification.

**MobileWright Note:** As described in the RFQ, the current contract includes line items #1 and #3. Line item #2 provides funds for enhancements that may not be spent at WV DEPs discretion (I'm assuming this should not be included in the "Contract Amount" for the on-line submission total). Line items #4 and 5 are optional support years that are not included in this contract (I'm assuming these should not to be included in the "Contract Amount" for the on-line submission total). The resulting contract fixed price (including line items #1 and #3) is **\$232,000**.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: RFQ - 0313 DEP1700000006**

**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.

**MobileWright Solutions, Inc.**

Company



Authorized Signature

**10/21/2016**

Date

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

**Database Design: AST/UST database**

Bid Sheet

ITEM NO.	EST. QUANTITY	SPECIFICATION REF. #	DESCRIPTION	UNIT PRICE
1	1.00	3.1.1	Development of an Aboveground and Underground Storage Tank Database	184000
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3	1.00	5.1	Maintenance and Support - Year 1	48000
4	1.00	5.2.3	Maintenance and Support - Year 2	48000
5	1.00	5.2.3	Maintenance and Support - Year 3	48000
			Total	\$

Quantities listed on the bid schedule are for bid evaluation purposes only and are not a guarantee of quantities to be ordered over contract. Actual quantities may be more or less than those stated on this schedule. Note: Modification of this pricing page will result in vendor disqualification.



EXTENDED PRICE	
\$	184,000
\$	31,875
\$	48,000
\$	48,000
\$	48,000
	359,875

the life of the  
result in