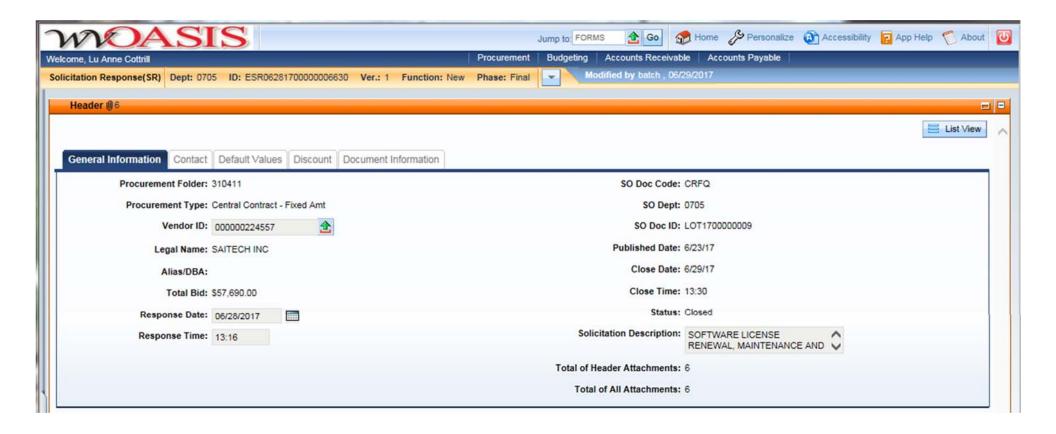
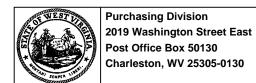


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

Bid Fax: 304-558-3970

The following documentation is an electronicallysubmitted 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.





State of West Virginia Solicitation Response

Proc Folder: 310411

Solicitation Description: SOFTWARE LICENSE RENEWAL, MAINTENANCE AND SUPPORT

Proc Type: Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-06-29 13:30:00	SR 0705 ESR06281700000006630	1
1			

VENDOR

000000224557

SAITECH INC

Solicitation Number: CRFQ 0705 LOT1700000009

Total Bid: \$57,690.00 **Response Date:** 2017-06-28 **Response Time:** 13:16:21

Comments:

FOR INFORMATION CONTACT THE BUYER

Michelle L Childers (304) 558-2063 michelle.l.childers@wv.gov

Signature on File FEIN # DATE

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

Page: 1 FORM ID: WV-PRC-SR-001

Line	Comm Ln Desc	Qty	Unit Issue Unit Price	Ln Total Or Contract Amount	
1	MAINTENANCE & SUPPORT FOR VMWARE PRODUCTS			\$57,690.00	

Comm Code	Manufacturer	Specification	Model #	
81112201				

Extended Description:

REFERENCE EXHIBIT A PRICING PAGE MAINTENANCE & SUPPORT FOR VMWARE PRODUCTS PER ATTACHED SPECIFICATIONS



State of West Virginia Request for Quotation 21 — Info Technology

 Proc Folder: 310411

 Doc Description: SOFTWARE LICENSE RENEWAL, MAINTENANCE AND SUPPORT

 Proc Type: Central Contract - Fixed Amt

 Date Issued
 Solicitation Closes
 Solicitation No
 Version

 2017-06-23
 2017-06-29
 CRFQ
 0705 LOT1700000009
 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:

Saitech Inc. Ernesto Juarez/Centract Compliance Manager 42640 Christy Street., Fremont, CA-94538 T: 510-440-0256/ernesto@esgitech.com

FOR INFORMATION CONTACT THE BUYER

Michelle L Childers (304) 558-2063

michelle.l.childers@wv.gov

Signature X

FEIN#

753004589

DATE 06/28/2017

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

Page: 1

FORM ID: WV-PRC-CRFQ-001

ADDITIONAL INFORMAITON:

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of WEST VIRGINIA LOTTERY to establish a contract for the one-time purchase of services related to Maintenance and Support, of Agency Owned and licensed VMware products. No new software will be provided as a result of this procurement, the services will be limited to applying corrective maintenance as well as implementation of any feature upgrades that are available only to currently licensed users.

INVOICE TO		SHIP TO	表的是否的是多数AP等基本是1/g/L/g/20
ACCOUNTS PAYABLE		PURCHASING	
LOTTERY		LOTTERY	
PO BOX 2067		900 PENNSYLVANIA AVE	
CHARLESTON	WV 25327-2067	CHARLESTON	WV 25302
us		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	MAINTENANCE & SUPPORT FOR VMWARE PRODUCTS	7	1	57,690.00	57,690.00

Comm Code	Manufacturer	Specification	Model #		
81112201	VMWare	Production Support	rt VSG-EPL-P-SSS-C		

Extended Description:

REFERENCE EXHIBIT A PRICING PAGE MAINTENANCE & SUPPORT FOR VMWARE PRODUCTS PER ATTACHED SPECIFICATIONS

VC-SRM6-25E-P-SSS-C VCS5-STD-P-SSS-C

REQUEST FOR QUOTATION VMware or Equal Software Support

- 9.3 Vendor will be responsible for controlling cards and keys and will pay replacement fee, if the cards or keys become lost or stolen.
- 9.4 Vendor shall notify Agency immediately of any lost, stolen, or missing card or key.
- 9.5 Anyone performing under this Contract will be subject to Agency's security protocol and procedures.
- 9.6 Vendor shall notify all applicable staff of Agency's security protocol and procedures.

10. VENDOR DEFAULT:

- 10.1 The following shall be considered a Vendor default under this Contract.
 - 10.1.1 Failure to provide Contract Items in accordance with the requirements contained herein.
 - 10.1.2 Failure to comply with other specifications and requirements contained herein.
 - 10.1.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
 - 10.1.4 Failure to remedy deficient performance upon request.
- 10.2 The following remedies shall be available to Agency upon default.
 - 10.2.1 Immediate cancellation of the Contract.
 - 10.2.2 Immediate cancellation of one or more release orders issued under this Contract.
 - 10.2.3 Any other remedies available in law or equity.

11. MISCELLANEOUS:

11.1. 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:	Ernesto	Jugrez	GA MAJO
Telephone Number:	510-440	-0256	

REQUEST FOR QUOTATION VMware or Equal Software Support

Fax Number: 510-440-0257

Email Address: ernesto@esaitech.com

EXHIBIT A WMWARE MAINTENANCE & SUPPORT PRICING PAGE

Required for "OR Equal"

Item					Resi	oonses	Unit	Extended
No.	Instance	Part #		Quantity	Brand	Model/Part #	Price	Price
1	155111896	VS6-EPL-P-SSS-C	VMWARE Vsphere 6 Enterprise Plus for 1 processor	12	VHWare	VSG-EPL-P	2110.00	25,320.00 \$
2	155643427	VC-SRM6-25E-P-SSS-C	Vmware Site Recovery Manager 6 Enterprise (25 VM Pack)	1	VMWare	VC-SRMG- 25E-7-555-C	7,465.00	\$ 7,465.00
3	155643429	VC-SRM6-25E-P-SSS-C	Vmware Site Recovery Manager 6 Enterprise (25 VM Pack)	1	VMWare	25E-P-SSS-C	7,4(5.00 \$	\$ 7,465.00
4	110556830	VCS5-STD-P-SSS-C 0J22Q- 0E3D2-H8T44-0A8UK-007M5	Vmware vCenter Server 5 Standard for vSphere 5 (per instance)		VMWare	VC35-STD-	8,720.00	\$17,420.00

*Unit price bid is for three (3) years of maintenance and service.

Totat Bid Amount

\$ 57,690.00

Bidder/Vendor Information

Name:
Address:

Saitech Inc.

42640 Christy street
Fremont, CA-91538

Phone:
eMail Address:
Authorized Signature
Date

Saitech Inc.

42640 Christy street
Fremont, CA-91538

WV-10 Approved / Revised 12/16/15

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.

*Check ar	ny combination of preference consideration(s) indicated above, which you are entitled to receive.
Date:	06/28/2017 Title: Contract Compliance Manager
and if a	hereby certifles that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder mything contained within this certificate changes during the term of the contract, Bidder will notify the Purchassion in writing immediately. Saitech Inc. Signed:
authorize the requ	nission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and es the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid ired business taxes, provided that such information does not contain the amounts of taxes paid nor any other information by the Tax Commissioner to be confidential.
requiren or (b) as the cont	inderstands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the nents for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; sess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to racting agency or deducted from any unpaid balance on the contract or purchase order.
7. 1	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.
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.
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,
<u>4.</u>	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,
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,
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,
	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 ,
	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 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;
1.	Application is made for 2.5% vendor preference for the reason checked:

Name Title / Contract Compliance
Ernesto Juarez/ Contract ampliance Mourager
(Printed Name and Title)
42640 Christy Street, Fremont, CA-94538
(Address) J.
510-440-0256 / 510-440-0257
(Phone Number) / (Fax Number)
ernesto @escutech.com
(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.
Saitech Inc.
(Company)
(Authorized Signature) (Representative Name, Title) Con trock Compliance Mgs.
Ernesto Jarez/Contract Compliance. (Printed Name and Title of Authorized Representative)
(Printed Name and Title of Authorized Representative)
06/28/2017 (Date)
510-440-025-6/510-440-0257
(Phone Number) (Fax Number)

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.

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.

REFERENCES FROM SAITECH INC.

1. Customer Name: City of Santa Monica, CA

Date: July 2016 - July 2017

Purchase No: 26719 **Value: \$86,591.09**

Contracting Officer: Denis Mixon

Phone No: 310-458-2211

Email: denise.mixon@smgov.net

Product Name/Model: VMware Renewal

2. Customer Name: City of Rancho Cucamonga, CA

Date: July 2016 – July 2017 Purchase No: 055625

Value: \$68,736.57

Contracting Officer: Cheryl Combs Phone No: 909-477-2700 ext.2505 Email: Cheryl.Combs@cityofrc.us

Product Name/Model: VMware Renewal

3. Customer Name: Rhode Island Airport Corporation

Date: 9/25/16-9/25/17 Purchase No: 26577 **Value: \$ 36,599.00**

Contracting Officer: Costa, Randy

Phone No: 401-691-2240 Email: rcosta@pvdairport.com

Product Name/Model: VMware Renewal

4. Customer Name: Orange County Property Appraiser

Date: 08/01/2016 - 07/31/2017

Purchase No: PO0064 **Value: \$ 10308.65**

Contracting Officer: Denise Reyes

Phone No: 407-836-5039 Email: dreyes@ocpafl.org

Product Name/Model: VMware Renewal

5. Customer Name: City Utilities of Springfield

Date: 10/12/2016 - 10/11/2017

Purchase No: CU-0000134502

Value: \$ 66,151.50

Contracting Officer: Greg Smith

Phone No: 417.831.8407

Email: Greg.Smith@cityutilities.net

Product Name/Model: VMware vRealize Network Insight license and 1 year prod

support/maintenance

BUSINESS TAX CERTIFICATE

The business named below has registered with the City of Fremont for Business Tax. The acceptance of the tax and the issuance of this Business Tax Certificate entitles the holder to operate a business in the City of Fremont. Any business operated under this certificate shall comply with all applicable laws and ordinances.

Business Name:

Saitech Inc

Business Location: 42640 CHRISTY ST FREMONT, CA 94538-3135

Business Owner(s): Vikram Mahajan

Sachin Sharma

SAITECH INC

42640 CHRISTY ST

FREMONT, CA 94538-3135

CITY OF FREMONT

Revenue Division 39550 Liberty Street Fremont, California 94538 (510) 494-4790 ext. 2

BUSINESS LICENSE #: 067190

Taxpayer I.D. #: 75-3004589

Expiration Date: December 31, 2017

Description: Computer Parts

TO BE POSTED IN A CONSPICUOUS PLACE - NON TRANSFERABLE



CERTIFICATION EXPIRATION DATE: November 30, 2017

The Supplier Clearinghouse for the Utility Supplier Diversity Program of the California Public Utilities Commission hereby certifies that it has audited and verified the eligibility of:

Saitech Inc Minority Business Enterprise (MBE)

pursuant to Commission General Order 156, and the terms and conditions stipulated in the Verification Application Package. This Certificate shall be valid only with the Clearinghouse seal affixed hereto.

Eligibility must be maintained at all times, and renewed within 30 days of any changes in ownership or control. Failure to comply may result in a denial of eligibility. The Clearinghouse may reconsider certification if it is determined that such status was obtained by false, misleading or incorrect information. Decertification may occur if any verification criterion under which eligibility was awarded later becomes invalid due to Commission ruling. The Clearinghouse may request additional information or conduct on- site visits during the term of verification to verify eligibility.

This certification is valid only for the period that the above firm remains eligible as determined by the Clearinghouse. Utility companies may direct inquiries concerning this Certificate to the Clearinghouse at (800) 359-7998 in Los Angeles.

VON: 13010101 DETERMINATION DATE: November 16, 2016





THIS CERTIFIES THAT

Saitech Inc

N/A



* Nationally certified by the: WESTERN REGIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL

*NAICS Code(s): 541512; 423430; 423420; 423690; 425110; 443142; 541519; 334112; 334118; 517911

* Description of their product/services as defined by the North American Industry Classification System (NAICS)

WR02049 11/30/2016 **Issued Date Certificate Number** Joset B. Wright-Lacy 11/30/2017 **Expiration Date** Cecil Plummer, President

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: http://nmsdc.org

Certify, Develop, Connect, Advocate.

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®





ISO 9001:2015 Certified Strategic Technology Sourcing Partner 42640 Christy St. Fremont, CA 94538

www.saitechincorporated.com sales@saitechincorporated.com

Company Profile

Saitech Inc. was incorporated in 2002 with a mission of providing innovative technology solutions with outstanding cost savings to our valued clients worldwide. Saitech Inc. is fast growing \$14 M + experienced, cost effective supply chain contractor to the U.S. government and various agencies, prime contractors & Fortune 500 companies for over 15 years.

Core Competencies

Customized IT System Configurations:

Product Configuration, Consulting and Design, Value Engineering, Parts Procurement, Storage Solutions, System Integration, Systems Maintenance Support.

Logistics, Operations, and Supply Chain:

Supply Chain Management, Component Kitting, Auto Replenishment, Logistics Support, Bill of Material Fulfillment & Test & Repair Services.

Experience

Saitech Inc. has a strong sales and technical team of 15 employees who are efficient and effective in solving our customer's unique IT requirements. Our clients attest to the quality and responsiveness by entrusting us with their challenging requirements. A small sample of our customers not including corporations:

- DoD DLA, Navy (NAVSEA/NAVAIR/SPAWAR), FBI & US Army Corps
- State of California Franchise Tax Board, DGS, County of Kern, CAL-Fire, Orange County Transportation Authority, UC Riverside, UAH, and KUB.
- DoE, laboratories & contracts SLAC Stanford, Lawrence Berkeley National Labs, MIT Lincoln Laboratory, Northrop Grumman Technical Services
- St. Vrain Valley Schools, Jefferson County Schools, ISD Forney
- Hamilton County, Oakland, Fremont, Judicial Council of California

Storage Solutions for Saitech Inc.'s Customers Budget

Our team of technicians can provide solutions based on customer's needs. Our technical experts assist on pre-sales and post sales requirements. Saitech Inc. offers high performance servers that are scalable, flexible, and reliable with competitive prices. All necessary components for every IT virtualization needs.

- Hard Drives built for Enterprise Level reliability and Virtualization applications
- NAS, Tower, Rack, & Blade server solutions to provide an optimum choice
- Providing Complete Product Traceability and Certificate of Conformance

















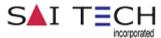














> Trust > Quality > Experience > Service > Commitment

Headquarters (Facility) Fremont, California [9,000 sq. ft.]

Employees ~16

Certified MBE Supplier Western Regional Minority Supplier Development Council

(WRMSDC)

US Pan Asian American Chamber of Commerce (USPAACC)

California Public Utilities Commission (CPUC)

Certified Small Business 43694 (California): SLEB Certified by Alameda County (15-00086)

Registrations CCR | GIDEP | JCO | ORCA | SAM

DUNS Number 082826723 Rating: 3A1

D&B Viability Rating 11AA CAGE 1YQH2 Annual Revenue \$14 + Million

CMAS Contract Holder 3-17-70-3243C / 3-16-70-3243B

E-Rate Contractor USAC: Schools and Libraries (E –Rate) Program. SPIN ID:143048361

GSA schedule 70 contract GS-35F-287GA (IT Contract)

NAICS Codes:

Office Equipment Merchant Wholesalers
 Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
 Computer and Office Machine Repair and Maintenance
 Computer Systems Integrator Services
 Software Publishers, Licensing, Subscriptions
 Other Computer Related Services

Certifications / Associations:

- ROHS / ANSI ESD S20:20 Compliant
- ERAI –Electronics Reseller Association Inc. & Approved GIDEP Member
- National Defense Industrial Association, US Naval Institute Member

Advantages:

- Net Terms Approved Same Day to Corporate, Universities/K-12 Schools, Government Institutions
- Accepting All P-Cards, Visa, MC, Amex, Corporate and Government Purchase Orders
- Quality Management System In-Place for Supplier Evaluation & Counterfeit Protection













