Dear Jessica, Solicitation#- CRFQ 0802 DMV1600000004

Thank you for the opportunity to bid on the requirements based on the configuration of IBM products recommended. We understand the importance of this project to West Virginia DMV and we have enclosed a proposal for the necessary software to help ensure its success.

Prolifics has an entire practice dedicated to providing expert level technical services for IBM software, including the WebSphere Application Services. This focused commitment to IBM allows us to deliver a unique and highly differentiated level of technical expertise to our customers, and is something that our company is recognized for throughout the greater IBM community.

Based on the requirements you have provided; our team has prepared the attached proposal for WebSphere Application Services. On review, we determined there were multiple ways of meeting your licensing needs and have enclosed quotes for each along with a discussion of each.

Option 1: Most precisely conforms to the RFP request. It has 1120 PVUs of WAS ND 560 Prod and 560 Non-Prod. This option includes Yr 1 of Support and Subscription in the initial purchase and two additional renewals to conform to the 36 months of coverage being requested.

Option 2: This version is all WAS ND 1120 PVU's.

Option 3: This version uses a new part for WebSphere Family Edition (http://www-03.ibm.com/software/products/en/websphere-application-server-family-edition). This version is more expensive than Options 1 or 2. This is because the license for WebSphere Application Server Family Edition Server Family Edition provides Process Value Unit (PVU) entitlement for the bundled product editions relative to their value. For every one PVU of WebSphere Application Server Family Edition purchased, you are entitled to deploy either: One PVU of WebSphere Application Server Network Deployment or Four PVUs of WebSphere Application Server Liberty Core. This version "may" allow for the reduction in renewal costs — Prolifics would be happy to help in making that determination.

Thank you for your interest in Prolifics. We look forward to working with the West Virginia DMV on this initiative and any future requirements.

Regards,

Rob Stichweh Account Executive Prolifics 614-886-8669

07/19/16 09:50:31 W/ Purchasing Division

Bid Clerk
Department of Administration



BLOA

DW071516-002788B

Vendor Information Ship To Address From: Brad Hertenstein

To: Company: Prolifics

Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE Address: 5 Hanover Square Address: 5707 MACCORKLE AVENUE, SE

Suite 2001 **CHARLESTON WV 25304** New York, NY 10004

Phone: 407 641 0763 Phone:

Fax: 646 365 3296 Fax: Email: ibmvar@prolifics.com Email:

Customer Information Bill To Address WEST VIRGINIA DIVISION OF MOTOR VEHICLE

PASSPORT ADVANTAGE #: 233847-3862609

Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE SW205672-v1 Address: 5707 MACCORKLE AVENUE, SE

ANNIVERSARY: Aug **CHARLESTON WV 25304** QUOTE DATE: 7/13/2016

Phone: 17291967 Fax: Option 1 Email:

Qty	Part Number	Description	U	nit Price	Extended Price	From Date	To Date
Production	 		+				_
560	D55WJLL	IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) License + SW Subscription & Support 12 Months	\$	143.99	\$ 80,634.40		
560	E025SLL	IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription & Support Renewal	\$	29.66	\$ 16,609.60	8/1/2017	7/31/2018
560		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription & Support Renewal	\$	30.55	\$ 17,108.00	8/1/2018	7/31/2019
Non-Production			+			·	<u> </u>
560		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) License + SW Subscription & Support 12 Months	\$	93.50	\$ 52,360.00		
560		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription & Support Renewal	\$	19.26	\$ 10,785.60	8/1/2017	7/31/2018
560		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription & Support Renewal	\$	19.84	\$ 11,110.40	8/1/2018	7/31/2019

Sub Total: \$ 188,608.00 Discount \$ (30,547.00) Grand Total : \$ 158,061.00



BLOA

DW071516-002788B

Vendor Information		Ship To Address	
From:	Brad Hertenstein	To:	
Company:	Prolifics	Company:	WEST VIRGINIA DIVISION OF MOTOR VEHICLE
Address:	5 Hanover Square		5707 MACCORKLE AVENUE, SE
	Suite 2001		CHARLESTON WV 25304
	New York, NY 10004		
Phone:	407 641 0763	Phone:	54
Fax:	646 365 3296	Fax:	12
Email:	ibmvar@prolifics.com	Email:	

Customer Informati	on	Bill To Address
WEST VIRGINIA DIV	ISION OF MOTOR VEHICLE	To:
PASSPORT ADVANT	'AGE #: 233847-3862609	Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE
SW205672-v1		Address: 5707 MACCORKLE AVENUE. SE
ANNIVERSARY:	Aug	CHARLESTON WV 25304
QUOTE DATE:	7/13/2016	Phone:
17291967		Fauc
Option 1		Email:
		the state of the s

Qty	Part Number	Description	Unit Price	Extended Price	From Date	To Date	l

Terms:

QUOTE EXPIRATION 8/31/2016

- To place an order, please fax a corresponding Purchase Order to 646-365-3296 or e-mail IBMvar@prolifics.com. Alternatively, the BLOA can be signed in fleu of a purchase order.
 - For bundled software and services, please issue two purchase orders for software and services separately.
 - If issuing a purchase order, it should be issued to: Prolifics, 5 Hanover Square, Suite 2001, New York, NY 10004
 - Please include shipment information and payment terms of net thirty (30) days.
- If end user's company policy is that PO must be issued/established in order to ensure payment within 30 days than the BLOA cannot be utilized in fleu of a PO.

 Customer Requested Arrival Date (CRAD): Ship to address same as bill to address above unless otherwise noted. Parties hereto acknowledge and agree that none of the product shall ship to prior to execution of this document.
- Your acquisition and use of the software and/or support services is governed exclusively by the terms of your Passport Advantage Agreement with IBM*
 All prices are in US Dollars. This quotation does not include sales tax or freight. Freight will be added to all invoices and applicable taxes will apply. Estimated freight charges are available upon request.
- Payment terms: Net 30 pending credit approval. Customer may satisfy this obligation by enlisting a third party lessor who shall make payment in full within 30 days, hold title to the product, and lease said product. to Customer.
- If not issuing a PO, please have the authorized party sign at the bottom of this letter indicating concurrence with all Terms and Conditions. The parties signing below are expressly invested with the requisite authority to bind their corporation int his matter

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Wire instructions for PRE-PAID ORDERS ONLY are as follows:

Bank: Wells Fargo Banks, N.A. **420 Montgomery Street** San Francisco, CA 94104

ABA#: 121000248 Acct Name: Prolifics, Inc. Acct#: 4121902324

Name :

Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE

Banding Letter of Agreement if signed

Date:



BLOA

DW071716-002793B

Vendor information Ship To Address From: Brad Hertenstein Tα Company: Prolifics Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE Address: 5 Hanover Square Address: 5707 MACCORKLE AVENUE, SE Suite 2001 **CHARLESTON WV 25304** New York, NY 10004 Phone: 407 641 0763 Phone: Faor: 646 365 3296 Fax: Email: ibmvar@prolifics.com Email:

Customer Information Bill To Address WEST VIRGINIA DIVISION OF MOTOR VEHICLE To: PASSPORT ADVANTAGE #: 233847-3862609 Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE SW205589-v3 Address: 5707 MACCORKLE AVENUE, SE ANNIVERSARY: **CHARLESTON WV 25304** QUOTE DATE: 7/13/2016 Phone: 17292146 Fax: Option 2 Email:

Qty	Part Number	Description	Uı	nit Price	E	xtended Price	From Date	To Date
1120		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) License + SW Subscription & Support 12 Months	\$	143.99	\$	161,268.80		1
1120		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription & Support Renewal	\$	29.66	\$	33,219.20	8/1/2017	7/31/2018
1120		IBM WebSphere Application Server Network Deployment Processor Value Unit (PVU) Annual SW Subscription & Support Renewal	\$	30.55	\$	34,216.00	8/1/2018	7/31/2019

Sub Total: _\$ 228,704.00 Discount \$ (35,237.00) Grand Total \$ 193,467 00

QUOTE EXPIRATION 8/31/2016

- To place an order, please fax a corresponding Purchase Order to 646-365-3296 or e-mail IBMvar@prolifics.com. Alternatively, the BLOA can be signed in lieu of a purchase order.
 - For bundled software and services, please issue two purchase orders for software and services separately.

 - If issuing a purchase order, it should be issued to: Prolifics, 5 Hanover Square, Suite 2001, New York, NY 10004
 Please include shipment information and payment terms of net thirty (30) days.
 If end user's company policy is that PO must be issued/established in order to ensure payment within 30 days than the BLOA cannot be utilized in lieu of a PO.
- Customer Requested Arrival Date (CRAD): Ship to address same as bill to address above unless otherwise noted. Parties hereto acknowledge and agree that none of the product shall ship to prior to execution of this

- Your acquisition and use of the software and/or support services is governed exclusively by the terms of your Passport Advantage Agreement with IBM*

 All prices are in US Dollars. This quotation does not include sales tax or freight. Freight will be added to all involces and applicable taxes will apply. Estimated freight charges are available upon request.

 Payment terms: Net 30 pending credit approval. Customer may satisfy this obligation by enlisting a third party lessor who shall make payment in full within 30 days, hold title to the product, and lease said product to
- If not issuing a PO, please have the authorized party sign at the bottom of this letter indicating concurrence with all Terms and Conditions. The parties signing below are expressly invested with the requisite authority to bind their corporation int his matter

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Wire instructions for PRE-PAID ORDERS ONLY are as follows:

Bank: Wells Fargo Banks, N.A. 420 Montgomery Street San Francisco, CA 94104

ABA#: 121000248 Acct Name: Prolifics, Inc. Acct #: 4121902324

Name:

Title:

Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE

Binding Letter of Agreement if signed

Date:



BLOA

DW071516-002794A

Vendor Information Ship To Address From: Brad Hertenstein To: Company: Prolifics Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE Address: 5 Hanover Square Address: 5707 MACCORKLE AVENUE, SE Suite 2001 **CHARLESTON WV 25304** New York, NY 10004 Phone: 407 641 0763 Phone: Fax: 646 365 3296 Fax: Email: ibmvar@prolifics.com

BIN To Address WEST VIRGINIA DIVISION OF MOTOR VEHICLE PASSPORT ADVANTAGE #: 233847-3862609 Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE SW205577-v1 Address: 5707 MACCORKLE AVENUE, SE ANNIVERSARY: **CHARLESTON WV 25304** 7/6/2016 QUOTE DATE: Phone: 17785941 Fax: Option 3 Email:

Qty	Part Number	Description	1	Jnit Price		Extended Price	From Date	To Date
1120	DIKIGLL	IBM WebSphere Application Server Family Edition Processor Value Unit (PVU) License + SW Subscription & Support 12 Months	\$	144.02	\$	161,302.40		
1120		IBM WebSphere Application Server Family Edition Processor Value Unit (PVU) Annual SW Subscription & Support Renewal 12 Months	\$	29.67	\$	33,230.40	8/1/2017	7/31/2018
1120	1	IBM WebSphere Application Server Family Edition Processor Value Unit (PVU) Annual SW Subscription & Support Renewal 12 Months	\$	30.56	\$	34,227.20	8/1/2018	7/31/2019
1	Professional	\$10,000.00 of Prolifics Professional Services to be used by December 31, 2016. Services must be used in 40 hour increments. Travel and expenses will be billed separately if applicable.	\$	-	\$			
				Sub Total:	Ś	228,760.00		'

	-	·	
Discount	\$	(15,827.00)	<u>-</u> . ——
Grand Total	5	212,933.0U	

QUOTE EXPIRATION 8/31/2016

- To place an order, please fax a corresponding Purchase Order to 646-365-3296 or e-mail iBMvar@prolifics.com. Alternatively, the BLOA can be signed in lieu of a purchase order.
 - For bundled software and services, please issue two purchase orders for software and services separately
 - If issuing a purchase order, it should be issued to: Prolifics, 5 Hanover Square, Suite 2001, New York, NY 10004
- Please include shipment information and payment terms of net thirty (30) days.
 If end user's company policy is that PO must be issued/established in order to ensure payment within 30 days than the BLOA cannot be utilized in lieu of a PO.
 Customer Requested Arrival Date (CRAD): Ship to address same as bill to address above unless otherwise noted. Parties hereto acknowledge and agree that none of the product shall ship to prior to execution of this
- Your acquisition and use of the software and/or support services is governed exclusively by the terms of your Passport Advantage Agreem
- All prices are in US Dollars. This quotation does not include sales tax or freight. Freight will be added to all invoices and applicable taxes will apply. Estimated freight charges are available upon request.

 Payment terms: Net 30 pending credit approval. Customer may satisfy this obligation by entisting a third party lessor who shall make payment in full within 30 days, hold title to the product, and lease said product to Customer.
- If not issuing a PO, please have the authorized party sign at the bottom of this letter indicating concurrence with all Terms and Conditions. The parties signing below are expressly invested with the requisite authority to bind their corporation int his matter

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Wire instructions for PRE-PAID ORDERS ONLY are as follows:

Bank: Wells Fargo Banks, N.A. 420 Montgomery Street San Francisco, CA 94104

ABA#: 121000248 Acct Name: Prolifics Inc. Acct #: 4121902324

Name :

Title:

Company: WEST VIRGINIA DIVISION OF MOTOR VEHICLE

binding Letter of Agreement if signed

Date:



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

State of West Virginia **Request for Quotation** 21 - Info Technology

Proc Folder: 219227 Doc Description: Addendum No. 02-IBM WebSphere and DB2 software RFQ, or equal

Proc Type: Central Purchase Order

Version Date Issued Solicitation Closes Solicitation No 2016-07-07 2016-07-19 **CRFQ** 0802 DMV1600000004 3 13:30:00

sibassasmina (devale) a see f

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

25305

US

Vendor Name, Address and Telephone Number:

Prolifics

614-886-8669

5 Hander Square Suite 2001 NY, NY 100011

FOR INFORMATION CONTACT THE BUYER

Jessica S Chambers (304) 558-0246

jessica.s.chambers@wv.gov

Signature X

FEIN# 11-2497724

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

ADDITIONAL INFORMATION		

Addendum

Addendum No.02 issued to publish and distribute the attached information to the vendor community

CRFQ

The West Virginia Purchasing Division is soliciting bids on behalf of the Division of Motor Vehicles (DMV) for a contract for the purchase of Licenses, Maintenance, and Support for WebSphere Application Server v8.5 -64 bit Network Deployment for Clustered Environment, or equal and IBM DB2 10.1 Enterprise for Windows, or equal, per the specifications, and Terms and Conditions as attached.

TO PERSON AND THE PER	in Sin a Single Office	Track Sillings First State	
MANAGER		MANAGER	
DIVISION OF MOTOR VE PURCHASING/ACCOUNT		DIVISION OF MOTOR VER PURCHASING/ACCOUNTS	
1317 HANSFORD ST		1317 HANSFORD ST	
CHARLESTON	WV25301	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qfy	Unit Issue	Unit Price	Total Price
1	PVU PER ATTACHED PRICING PAGE (EXHIBIT A).	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #	
43230000				
1				

Extended Description:

PROCESSOR VALUE UNITS PER THE ATTACHED PRICING PAGE (EXHIBIT A).

	Document Phase	Document Description	Page 3
DMV1600000004	Draft	Addendum No. 02-IBM WebSphere and	of 3
		DB2 software RFQ, or equal	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

SOLICITATION NUMBER: CRFQ 0802 DMV1600000004 Addendum Number: No.02

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:
TENDITORNIC	TEMPORTHUM	CHICEULY I

	Modify bid opening date and time
[]	Modify specifications of product or service being sought
[/]	Attachment of vendor questions and responses
I Î	Attachment of pre-bid sign-in sheet
[]	Correction of error
[]	Other

Description of Modification to Solicitation:

Addendum issued to publish and distribute the attached documentation to the vendor community.

- 1. To publish vendor questions and answers and amend the pricing page.
- Bid opening date was scheduled for: July 12, 2016 at 1:30 PM. EST.
 now scheduled for: July 19, 2016 at 1:30 PM EST.

No other Changes.

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.

ATTACHMENT A

Technical Questions for CRFQ DMV1600000004

- Q: The title of the bid is Websphere and DB2 which are 2 different products however the price sheet speaks only about Websphere can you confirm that there is no need to offer DB2 here
- A: While they are two different products, it is one solution. From my understanding DB2 is inclusive within the WebSphere solution. WebSphere is the only product using DB2 to store data therefore it should be inclusive.

The only requirement to separate the two is if they are being used as two separate products outside of the WebSphere solution.

For instance, if WebSphere is the only product using DB2 to store data, it is inclusive. If WebSphere and another software solution is both using DB2 as a data solution, then it is a separate product.

- Q: I want to bring to your attention that you have changed the qty of the non production to be 560 PVU (so it is 560 for production + 560 for non production) last amendment however you didn't change the qty of the maintenance (you kept it 840 (560 + 280) instead 1120 (560 + 560)
- A: I'm sorry for the oversight. Yes, this vendor is correct, the maintenance and support should be 1120 PVU.

Exhibit A: Pricing Page

Cost information below as detailed in the Request for Quotation.

GRAND TOTAL BREAKDOWN:

(Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation in both the Production and UAT Virtual Server Environment.)

.1.1 WebSphere Application Server v 8.5–64 bit Network Seployment for Clustered Environment, or Equal	K Manufacturer/Product Bid	Unit Cost	Unit of Measure *	Quantity	Extended Cost
Production Environment		0.00	PVU	560	Burger and Circle of Language Contract of Contract Contract of the
UAT Environment		0.00	PVU	560	\$0.00
1.2 Maintenance and Support					
Year One		0.00	PVU	1120	\$0.00
Year Two		0.00	PVU	1120	\$0.00
Year Three		0.00	PVU	1120	\$0.00
Year Four		0.00	PVU	1120	\$0.00
TOTAL BID AMOUNT				\$0.00	

^{*} PVU - IBM Processor Value Unit

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.:

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 No. 1	[]	Addendum No. 6
[<]	Addendum No. 2	[]	Addendum No. 7
[v]	Addendum No. 3	Į.]	Addendum No. 8
[]	Addendum No. 4	[1	Addendum No. 9
[]	Addendum No. 5	[1	Addendum No. 10

Addendum Numbers Received:

(Check the box next to each addendum received)

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.

Prolifics
Company
TRS Stichmy
Authorized Signature
7/15/16
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012