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Welcome, Lu Anne Cottrill

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Solicitation Response(SR) Dept: 0803 ID: ESR11211600000002319 Ver.: 1 Function: New Phase: Final Modified by batch , 11/22/2016

Header @ 2

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General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 257763

Procurement Type: Central Master Agreement

Vendor ID: VS0000008379

Legal Name: ALIGNEX INC

Alias/DBA:

Total Bid: \$29,100.00

Response Date: 11/21/2016

Response Time: 11:58

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT1700000034

Published Date: 10/31/16

Close Date: 11/22/16

Close Time: 13:30

Status: Closed

Solicitation Description: BLUEBEAM REVU 2016  
EXTREME END USER LICENSE

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 : 257763

Solicitation Description : BLUEBEAM REVU 2016 EXTREME END USER LICENSE

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-11-22 13:30:00	SR 0803 ESR11211600000002319	1

**VENDOR**

VS0000008379

ALIGNEX INC

Solicitation Number: CRFQ 0803 DOT17000000034

Total Bid : \$29,100.00

Response Date: 2016-11-21

Response Time: 11:58:22

**Comments:**

Thank you for the opportunity to partner with West Virginia once again.  
Please note on Exhibit A that Managed Design altered the formula in Column L Row 4. Originally, the formula was pulling pricing as if you were purchasing 200 NEW licenses rather than 150. Because Bluebeam provides discounts per transaction the request for 150 new licenses would fall under the price point of 100 - 199 licenses rather than 200- 349.  
Managed Design included two attachments. The second attachment is a Managed Design quote providing two options for consideration.  
--Option 1 illustrates pricing for 150 new licenses plus 12 months of maintenance. (per the bid request)  
--Option 2 co-terms the new 150 licenses to the 50 already owned licenses giving you one serial number and one maintenance expiration. Option 2 includes 15 months of maintenance from 12/1/16 - 2/17/18.  
Please contact me with any questions.  
Thank you,  
Tony Jueneman  
Managed Design  
952-564-3437

**FOR INFORMATION CONTACT THE BUYER**

Misty Delong  
(304) 558-8802  
misty.m.delong@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	BLUEBEAM REVU 2016 EXTREAM END USER LICENSE OR EQUAL	1.00000	LS	\$29,100.000000	\$29,100.00

Comm Code	Manufacturer	Specification	Model #
43231512			

**Extended Description :**

Vendor shall enter pricing in Exhibit A and must attach Exhibit A to their bid.  
If bidding online Vendor should enter the "Evaluation total" from Exhibit A in the Oasis Commodity line.

**Comments:** \$29,100 is the quote for 150 new Bluebeam Revu eXtreme licenses and 12 months of maintenance. This quote would be a separate serial number from the original purchase of 50 licenses. Managed Design included an alternate quotation option to co-term these two purchases.

**PRICING**

**WVDOT will initially procure 150 licenses of Bluebeam Revu xTreme.**

**The evaluation will be based on the cost of 150 Licenses + 12 months Maintenance + 12 months Enterprise License Fee**

**Additional Licenses, Maintenance and Enterprise License Fee may be procured during the life of this contract.**

	If bidding an equal product, list brand and product information below	Pricing in this section is per single license								Number of Licenses	Extended Total
		1-4	5-9	10-24	25-49	50-99	100-199	200-349	350-499		
3.1.2 Bluebeam Revu 2016 eXtreme End User License		354.45	307.7	260	232	223	161.5	\$150.00	\$135.00	150	\$24,225.00
3.1.3 Bluebeam Revu eXtreme Annual Maintenance. Pricing per license is calculated using the 200 license cost since WVDOT has 50 existing (150 New + 50 Existing).		Maintenance breakdown not needed for these columns as maintenance cost will start at 200. (existing 50 + 150 new licenses in this procurement)						\$27.50	\$27.00	150	\$4,125.00
3.1.3.5 Monthly cost of maintenance. To be used with open end contract when consolidating the renewal date with existing Bluebeam license pool.								\$2.29	\$2.25	The purpose of this line item is to provide a breakdown of 3.1.3 which can be used with the open end contract to consolidate renewal dates.	
3.1.4 Bluebeam Enterprise License Annual Subscription		5	5	5	5	5	5	\$5.00	\$5.00	150	\$750.00
3.1.4.2 Montly cost of Enterprise License Fee. To be used with open end contract when consolidating the renewal date with existing Bluebeam license pool.		\$0.42	\$0.42	\$0.42	\$0.42	\$0.42	\$0.42	\$0.42	\$0.42	The purpose of this line item is to provide a breakdown of 3.1.4 which can be used with the open end contract to consolidate renewal dates.	
<b>EVALUATION TOTAL for 150 New Licenses, 12 months Maintenance, 12 months Enterprise Licensing fee:</b>											<b>\$29,100.00</b>



Date	Quote #
11/21/16	GHMQ12967

Quotation Prepared For:	Prepared By:
<b>West Virginia Department of Transportation</b> <b>Sandra Keller</b> <b>1900 Kanawha Boulevard East</b> <b>Charleston, WV 25305</b>	<b>Tony Jueneman</b> Managed Design 7200 Metro Blvd. Edina, MN 55439 Direct: 952-564-3437 tjueneman@manageddesign.com

Ln #	Qty	Description	Unit Price	Ext. Price
1		<b>OPTION 1: Example Pricing for 150 New Licenses and 12 months of maintenance</b>		
2	1	This approach would give WV DOT two separate serial numbers and renewal dates (not recommended)	\$29,100.00	\$29,100.00
3		(150) Bluebeam Revu 2016 eXtreme Perpetual Seats (100-199 users)	\$161.50	\$24,225.00
4		(150) Bluebeam Revu 2016 eXtreme Annual Maintenance (100-199 users)	\$27.50	\$4,125.00
5		(150) BLUEBEAM ENTERPRISE LICENSING SUBSCRIPTION	\$5.00	\$750.00
6				
7		<b>OPTION 2: Managed Design Recommended Purchasing Strategy for WV DOT (Bluebeam through 2/17/18)</b>		
8	1	150 New Bluebeam licenses co-termed to current contract with maintenance for 200 licenses expiring 2/17/18	\$32,112.50	\$32,112.50
9		(150) Bluebeam Revu 2016 eXtreme Perpetual Seats (100-199 users) --co-term to Serial Number: 9802995	\$161.50	\$24,225.00
10		(150) PRO-RATED: Bluebeam Revu 2016 eXtreme Annual Maintenance (100-199 users) (12/1/16 - 2/17/17) --Pro-rated to renew on 2/17/17 --Pro-rated to be 3 month maintenance plan	\$8.00	\$1,200.00
11		(200) Bluebeam Revu 2016 eXtreme Annual Maintenance (200-349 users) (2/18/17 - 2/17/18) --Serial Number: 9802995	\$27.50	\$5,500.00
12		(150) PRO-RATED: BLUEBEAM ENTERPRISE LICENSING SUBSCRIPTION (12/1/16 - 2/17/17)	\$1.25	\$187.50
13		(200) BLUEBEAM ENTERPRISE LICENSING SUBSCRIPTION (2/18/17 - 2/17/18)	\$5.00	\$1,000.00

### **Delivering Trusted Solutions for Over 20 Years**

MANAGED DESIGN  
Minneapolis, MN | Fargo, ND  
Des Moines, IA | Eau Claire, WI

P (952) 564-3420 | (877) 564-3420  
E info@manageddesigninc.com  
www.manageddesigninc.com

Ln #	Qty	Description	Unit Price	Ext. Price
All information contained within this quote is valid for the next 30 days. Thereafter, all prices and applicable charges are subject to change.			<b>Total (Does NOT include Tax)</b>	<b>N/A</b>

*Ask your sales associate about Managed Design's NEW Pro Tool Kits for Revit and Civil 3D.*

Tax is not included in this quote. Final invoice will reflect actual purchases and services provided.  
Minimum 15% Restocking Fee

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