



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: 439610

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0210

Vendor ID: VS0000014158

SO Doc ID: ISC1800000013

Legal Name: BAI SECURITY INC

Published Date: 5/10/18

Alias/DBA:

Close Date: 5/16/18

Total Bid: \$883,860.00

Close Time: 13:30

Response Date: 05/16/2018

Status: Closed

Response Time: 11:59

Solicitation Description: Addendum 2-Enterprise Vulnerability Management System

Total of Header Attachments: 2



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 439610

Solicitation Description : Addendum 2-Enterprise Vulnerability Management System (EVMS)

Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2018-05-16 13:30:00	SR 0210 ESR05161800000005279	1

VENDOR
VS0000014158 BAI SECURITY INC

Solicitation Number: CRFQ 0210 ISC1800000013

Total Bid : \$883,860.00 **Response Date:** 2018-05-16 **Response Time:** 11:59:48

Comments: We offer a full Turn Key solution which meets or exceeds your requirements using Qualys, the leading name in Vulnerability Management.

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	Enterprise Vulnerability Management System (EVMS), License	1.00000	EA	\$220,965.000000	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
43233701			

Extended Description :	3.1.1-3.1.4.9 Enterprise Vulnerability Management System (EVMS), Annual License Service - 1 Year - 25,000 assets - Warranty Included
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Comments: This is a TurnKey Solution from Qualys

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Central Management Appliance	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
43210000			

Extended Description :	3.1.5-3.1.5.1.4 Central Management Appliance per specifications.
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Comments: This is a TurnKey Solution from Qualys

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	System Deployment	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
81111500			

Extended Description :	3.1.6-3.1.6.3.1 System Deployment
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Comments: This is a TurnKey Solution from Qualys

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	License Optional Renewal Year 2	1.00000	EA	\$220,965.000000	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description :	3.1.8 Optional Renewal Year 2
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Comments: This is a TurnKey Solution from Qualys

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	License Optional Renewal Year 3	1.00000	EA	\$220,965.000000	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description :	3.1.8 Optional Renewal Year 3
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Comments: This is a TurnKey Solution from Qualys

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	License Optional Renewal Year 4	1.00000	EA	\$220,965.000000	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description :	3.1.8 Optional Renewal Year 4
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Comments: This is a TurnKey Solution from Qualys



Qualys Inc
 919 E Hillsdale Blvd
 Foster City, California 94404
 United States
 +1 650 801 6100
 +1 650 801 6101

Quote #: Q-95461-1
 Valid Until: 6/13/2018
 Sales Rep: Juan Pedraza
 Phone: 919-740-0877
 Email: jpedraza@qualys.com

Quotation

Address Information

Bill To

BAI Security
 900 National Parkway, Suite 320
 Schaumburg, IL 60173
 United States

Ship To

State of West Virginia (Parent)
 1900 Kanawha Blvd East
 Charleston, WV 25305
 US

Contract Terms

Currency : USD
 Estimated Taxes: USD 0.00
 Total Amount Due: USD 220,965.00
 VAT No.:

Payment Terms: Net 30
 Anticipated Start Date: 6/29/2018
 Anticipated End Date: 6/28/2019
 PO No.:

QTY	PART #	DESCRIPTION	NET TOTAL
1	Q-E-PUB	Qualys Public Sector is priced as a prepaid annual subscription based on the # of IPs (for VM, CM, PC or SCAP) or Web Application URLs (for WAS).	USD 0.00
1	Q-E-PUB-VM-M	Qualys Public Sector Vulnerability Management- Module Price	USD 995.00
25,000	Q-E-PUB-CAP-VM	Qualys Cloud Agent Vulnerability Management-- Enterprise--Public Sector	USD 157,500.00
25,000	Q-E-PUB-TP	Qualys Threat Protection--Public Sector	USD 26,250.00
25,000	Q-E-PUB-SCA	Qualys Secure Config Assessment - Public Sector	USD 26,250.00
1	Q-API	Qualys Standard API Service *XML API interface for automated scripting of VM and compliance tasks *Concurrency Limit (per subscription): 2 *Calls per hour (per API Type): 300	USD 4,995.00
5	Q-VS	Qualys Virtual Scanner--Annual Subscription	USD 4,975.00

QTY	PART #	DESCRIPTION	NET TOTAL
1	Qualys Description	<p>All of the following are included for the life of the service.</p> <ul style="list-style-type: none"> - Unlimited live tech support 24x7x365: <ul style="list-style-type: none"> • Phone • Email • Chat - Unlimited training for unlimited number of seats: <ul style="list-style-type: none"> • In-person classes • Live remote classes • Self-paced training online courses - Unlimited access to dedicated technical account manager (onsite and/or remotely) to assist with: <ul style="list-style-type: none"> • Deployment • Configuration • Best practices 	USD 0.00
Customer Total:			USD 220,965.00
Net Total:			USD 220,965.00

Terms And Conditions

Taxes: The taxes listed on this quote are only an estimate. Actual tax may vary. Customer will also be responsible for any applicable VAT as required by VAT regulations.

Credit Card Payments: Contact your Account Manager. Qualys does not accept credit card payments over \$25,000

Start and End Dates: Actual subscription Start Date and End Date may vary from what is listed herein if actual fulfillment occurs on a later date. Actual Start Date and actual End Date shall not be more than 14 days after the Anticipated Start Date or Anticipated End Date set forth on this Quote.

Authority to Sign: By signing this Quote, you represent that you have the authority to bind the customer and hereby agree that the customer will be legally bound to the provisions set forth herein.

Governing Agreement:

* If the customer has a signed Master Cloud Services Agreement or End User Agreement or an equivalent agreement with Qualys, then the terms of that agreement will govern the provision and use of the Cloud Services.

*If the customer previously agreed to a click-thru Master Cloud Services Agreement or End User Agreement with Qualys or an equivalent agreement, then the terms of that agreement will govern the provision and use of the Cloud Services.

*If the customer does not have previously existing agreement, then the following terms shall govern the provision and use of the Cloud Services: <https://www.qualys.com/docs/master-cloud-service-agreement.pdf>

If the bill-to purchaser on this Quote is an authorized reseller for Qualys, then the terms of the applicable signed reseller agreement between purchaser and Qualys shall govern the provision of the Cloud Services set forth on this Quote.

Signature	Date
Title	Name

For additional information about Qualys products and services see: <https://www.qualys.com/sd>

BUDGETARY



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: 439610

Doc Description: Addendum 2-Enterprise Vulnerability Management System (EVMS)

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2018-05-10	2018-05-16 13:30:00	CRFQ 0210 ISC1800000013	3

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:

BAI Security Inc
 900 National Parkway, Suite 320
 Schaumburg IL 60173
 (847) 410-8180

Kevin Daleiden
 National Account Executive
 (847) 380-1523

FOR INFORMATION CONTACT THE BUYER

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

Signature X

FEIN # 26-0326061

DATE 05/16/2018

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.

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Office of Technology (WVOT) to establish a contract for the purchase of an Enterprise Vulnerability Management System (EVMS), consisting of an annual software license, central management appliance, and system deployment per the terms and conditions and specifications as attached.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Enterprise Vulnerability Management System (EVMS), License	1.00000	EA	\$220,965.00	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
43233701	Qualys	Public Sector Enterprise TurnKey Solution	Q-E-PUB-CAP-VM

Extended Description :

3.1.1-3.1.4.9 Enterprise Vulnerability Management System (EVMS), Annual License Service - 1 Year - 25,000 assets - Warranty Included

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Central Management Appliance	1.00000	EA	Included at No Charge	\$0.00

Comm Code	Manufacturer	Specification	Model #
43210000	Qualys	Annual Subscription, XML API Interface	Q-API

Extended Description :

3.1.5-3.1.5.1.4 Central Management Appliance per specifications.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	System Deployment	1.00000	EA	Included at No Charge	\$0.00

Comm Code	Manufacturer	Specification	Model #
81111500	Qualys	Unlimited Live Support, In-Person Classes & Live Remote	Included

Extended Description :

3.1.6-3.1.6.3.1 System Deployment

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	License Optional Renewal Year 2	1.00000	EA	\$220,965.00	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
81112200	Qualys	See Year 1	See Year 1

Extended Description :

3.1.8 Optional Renewal Year 2

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	License Optional Renewal Year 3	1.00000	EA	\$220,965.00	\$220,965.00

Comm Code	Manufacturer	Specification	Model #
81112200			

Extended Description :

3.1.8 Optional Renewal Year 3

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - CHIEF FINANCIAL OFFICER DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	License Optional Renewal Year 4	1.00000	EA	\$220,965.00	\$220,965

Comm Code	Manufacturer	Specification	Model #
81112200	Qualys	See Year 1	See Year 1

Extended Description :

3.1.8 Optional Renewal Year 4

ISC1800000013	Document Phase Final	Document Description Addendum 2-Enterprise Vulnerability Management System (EVMS)	Page 5 of 5
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ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions