



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 1


General Information | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#)

Procurement Folder: 499824

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0803

Vendor ID: VS0000009379 

SO Doc ID: DOT1900000027

Legal Name: Hypertec USA Inc


Published Date: 10/10/18

Alias/DBA:

Close Date: 10/24/18

Total Bid: \$171,779.50

Close Time: 13:30

Response Date: 10/22/2018 

Status: Closed

[Apply Default Values to Commodity Lines](#)

[View Procurement Folder](#)



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 499824

Solicitation Description : ADDENDUM 1 BLUEBEAM SOFTWARE MAINTENANCE/ LICENSES OR EQUAL

Proc Type : Central Master Agreement

| Date issued | Solicitation Closes | Solicitation Response | Version |
|-------------|------------------------|------------------------------|---------|
| | 2018-10-24 13:30:00 | SR 0803 ESR10221800000001859 | 1 |

| VENDOR |
|----------------------------------|
| VS0000009379 Hypertec USA Inc |

Solicitation Number: CRFQ 0803 DOT1900000027

Total Bid : \$171,779.50 **Response Date:** 2018-10-22 **Response Time:** 17:14:45

Comments:

FOR INFORMATION CONTACT THE BUYER
 Crystal Rink
 (304) 558-2402
 crystal.g.rink@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 ADDITIONAL LICENSES (100) OR EQUAL | 100.00000 | EA | \$410.500000 | \$41,050.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43230000 | | | |

| | |
|------------------------|------------------------------|
| Extended Description : | BLUEBEAM ADDITIONAL LICENSES |
|------------------------|------------------------------|

Comments: *PRICING EXPIRES 11-1-18

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--|-----------|------------|--------------|-----------------------------|
| 2 | BLUEBEAM ANNUAL MAINTENANCE SUBSCRIPTION | 450.00000 | EA | \$280.590000 | \$126,265.50 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81112200 | | | |

| | |
|------------------------|---|
| Extended Description : | BLUEBEAM SOFTWARE LICENSE SUBSCRIPTION OR EQUAL |
|------------------------|---|

Comments: SEE QUOTE FOR BREAKDOWN
*PRICING EXPIRES 11-1-18

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--|-----------|------------|------------|-----------------------------|
| 3 | BLUEBEAM ANNUAL ENTERPRISE LICENSE FEE | 450.00000 | EA | \$9.920000 | \$4,464.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81112200 | | | |

| | |
|------------------------|--|
| Extended Description : | BLUEBEAM ANNUAL ENTERPRISE LICENSE FEE |
|------------------------|--|

Comments: SEE QUOTE FOR BREAKDOWN
*PRICING EXPIRES 11-1-18



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: 499824

Doc Description: ADDENDUM 1 BLUEBEAM SOFTWARE MAINTENANCE/ LICENSES OR EQUAL

Proc Type: Central Master Agreement

| Date Issued | Solicitation Closes | Solicitation No | Version |
|-------------|------------------------|-------------------------|---------|
| 2018-10-10 | 2018-10-24 13:30:00 | CRFQ 0803 DOT1900000027 | 2 |

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:

Hypertec USA Inc. (Hypertec Direct)
 1868 E Broadway Rd.
 Tempe, AZ 85282
 866-787-0426 or 480-626-9000

FOR INFORMATION CONTACT THE BUYER

Crystal Rink
 (304) 558-2402
 crystal.g.rink@wv.gov

Signature X

FEIN # 98-0511786

DATE 10-22-18

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

ADDITIONAL INFORMATION:

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WEST VIRGINIA DIVISION OF HIGHWAYS, IS SOLICITING BIDS TO ESTABLISH AND OPEN-END CONTRACT FOR BLUEBEAM OR EQUAL SOFTWARE MAINTENANCE AND LICENSES PER THE ATTACHED DOCUMENTS.

| INVOICE TO | | SHIP TO | |
|---|--|--|--|
| DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV25305-0430 US | | DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---|-----------|------------|------------|-------------|
| 1 | BLUEBEAM ADDITIONAL LICENSES (100) OR EQUAL | 100.00000 | EA | 410.50 | 41,050.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43230000 | | | |

Extended Description :
 BLUEBEAM ADDITIONAL LICENSES

| INVOICE TO | | SHIP TO | |
|---|--|--|--|
| DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV25305-0430 US | | DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|-----------|------------|------------|-------------|
| 2 | BLUEBEAM ANNUAL MAINTENANCE SUBSCRIPTION | 450.00000 | EA | 280.59 | 126,266.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------------------|---------|
| 81112200 | | **see quote for breakdown | |

Extended Description :
 BLUEBEAM SOFTWARE LICENSE SUBSCRIPTION OR EQUAL

| INVOICE TO | | SHIP TO | |
|---|--|--|--|
| DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV25305-0430 US | | DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US | |

| Line | Comm Ln Desc | Qty | Unit issue | Unit Price | Total Price |
|------|--|-----------|------------|------------|-------------|
| 3 | BLUEBEAM ANNUAL ENTERPRISE LICENSE FEE | 450.00000 | EA | 9.92 | 4,466.50 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------------------|---------|
| 81112200 | | **see quote for breakdown | |

Extended Description :
BLUEBEAM ANNUAL ENTERPRISE LICENSE FEE

SCHEDULE OF EVENTS

| Line | Event | Event Date |
|------|----------------------------|------------|
| 1 | QUESTION DEADLINE 10AM EST | 2018-10-09 |

SOLICITATION NUMBER: CRFQ DOT1900000027

Addendum Number: 1

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:

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

Description of Modification to Solicitation:

1. To provide answers to vendor questions

No other changes

Bid opening remains 10/24/2018 at 1:30 PM EST

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

CRFQ 0803 DOT1900000027

Addendum 1

Technical Questions & Responses

Question 1: "In reference to above RFQ, please provide the respective serial numbers for the licenses that are up for renewal."

Answer 1: *Bluebeam 2017*
Serial # 9808382
Product Key: WN9WA-5AZBDR4

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DOT1900000027

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.

Hypertec USA Inc. (Hypertec Direct)

Company

Authorized Signature

10-22-18

Date

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

Revised 6/8/2012

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: 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 exceeds 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: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, 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: Hypertec USA, Inc (Hypertec Direct)

Authorized Signature: [Signature] Date: 7/6/2018

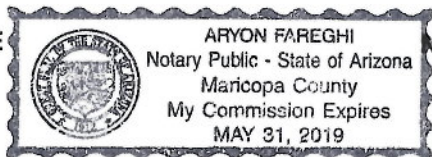
State of Arizona

County of Maricopa, to-wit:

Taken, subscribed, and sworn to before me this 06 day of July, 2018.

My Commission expires May 31, 2019.

AFFIX SEAL HERE



NOTARY PUBLIC

[Signature]

West Virginia Ethics Commission Disclosure of Interested Parties to Contracts

(Required by W. Va. Code § 6D-1-2)

Name of Contracting Business Entity: Hypertec USA, Inc Address: 1868 E Broadway Rd
Tempe, AZ 85282

Name of Authorized Agent: Angela Kronberger Address: _____

Contract Number: _____ Contract Description: _____

Governmental agency awarding contract: _____

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):

1. Subcontractors or other entities performing work or service under the Contract

Check here if none, otherwise list entity/individual names below.

2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)

Check here if none, otherwise list entity/individual names below.

3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)

Check here if none, otherwise list entity/individual names below.

Signature: [Handwritten Signature]

Date Signed: 8/31/2018

Notary Verification

State of Arizona, County of Maricopa:

I, Angela Kronberger, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 31 day of AUGUST, 2018.

[Handwritten Signature]
Notary Public's Signature

To be completed by State Agency:

Date Received by State Agency: _____

Date submitted to Ethics Commission: _____

Governmental agency submitting Disclosure: _____

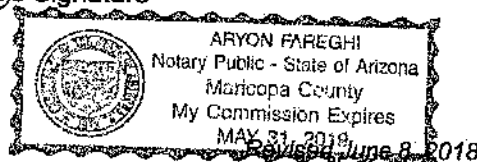


EXHIBIT A - PRICING PAGE

CRFQ DOT190000027

Bluebeam Licenses and Maintenance or Equal

| Item Number | Description | Unit Cost | QTY | *YEAR ONE | **YEAR TWO (optional renewal) | **YEAR THREE (optional renewal) | **YEAR FOUR (optional renewal) | Extended Cost |
|------------------------------|---|-----------|-----|---------------|----------------------------------|------------------------------------|-----------------------------------|----------------------|
| 3.1.2 | Bluebeam Licenses or Equal (100) additional licenses end user Enterprise Licenses | \$ 410.50 | 100 | 41050 | | | | \$ 41,050.00 |
| 3.1.3.1 | Bluebeam Annual Maintenance Software Subscription or Equal | 280.59 | 450 | \$ 126,266.00 | | | | \$ 126,266.00 |
| 3.1.4 | Bluebeam Annual Enterprise or Equal License fee | 9.92 | 450 | \$ 4,466.50 | | | | \$ 4,466.50 |
| TOTAL AMOUNT OF BID → | | | | | | | | \$ 171,782.50 |

Vendor Information

Vendor Name: Hypertec USA Inc. (Hypertec Direct)

Contact Person: Mike Marracino

Address: 1868 E Broadway Rd., Tempe AZ 85282

Phone: 866-787-0426 or 480-626-9000

Fax: 480-626-9001

Email: bidsus@hypertec.com

Signature :



Hypertec Direct USA

1868 E. Broadway Rd
 Tempe, Arizona 85282
 United States
<http://www.hypertecdirect.com/>
 (P) 1-866-787-0426 (F) 480-626-9001

Customer Notes

DELIVERY - 15 DAYS ARO

| |
|---|
| Quotation (Open) |
| Date Oct 03, 2018 11:12 AM MDT |
| Modified Date Oct 22, 2018 01:27 PM MDT |
| Doc # 55690 - rev 1 of 1 |
| Description BLUEBEAM 10/2/18 - 10/1/2019 |
| SalesRep Fursman, Michelle (P) 866-787-0426 ext. 4317 |
| Customer Contact Smith, Dusty J (P) 304 558-9398 dusty.j.smith@wv.gov |

Customer

State of WV - Division of
 Highways (DO8998)
 Smith, Dusty J
 1900 Kanawha Blvd E
 Bldg 5, RM A-220
 Charleston , NC 25302
 United States
 (P) 304-558-9398

Bill To

State of West Virginia/Div of Hwys
 Payable, Accounts
 1900 Kanawha Blvd E
 Bldg 5, RM A-220
 Charleston , NC 25302
 United States
 (P) 304-558-9398

Ship To

State of West Virginia/Div of Hwys
 Smith, Dusty J
 1900 Kanawha Blvd E
 Bldg 5, RM A-220
 Charleston , NC 25302
 United States
 (P) 304-558-9398

Shipping and Payment Info

Customer PO:

Terms:
 Undefined

Ship Via:
 FedEx Ground

Special Instructions:

Carrier Account #:

Products

| # | Image | Description | Part # | Tax | Qty | Unit Price | Total |
|---|-------|--|------------------------|-----|-----|------------|-----------------------|
| 1 | | Bluebeam Revu eXtreme (50-199 devices), Perpetual License, Windows OS | 85946300643850 199 | Yes | 100 | \$410.50 | \$41,050.00 |
| | | | | | | | Subtotal \$41,050.00 |
| 2 | | Bluebeam Revu eXtreme Upgrade (200-499 devices), Perpetual License, Windows OS | 85946300673520 0499 | Yes | 350 | \$250.92 | \$87,822.00 |
| 3 | | Bluebeam Revu eXtreme Renewal Maintenance & Support (200-499 devices), Perpetual, Windows OS | 85946300663620 0499 | Yes | 350 | \$86.50 | \$30,275.00 |
| 4 | | Bluebeam Revu eXtreme New Maintenance & Support (200-499 devices), Perpetual, Windows OS | 85946300653720 0499 | Yes | 100 | \$81.69 | \$8,169.00 |
| | | | | | | | Subtotal \$126,266.00 |
| 5 | | Bluebeam Revu Enterprise Licensing Renewal Annual Subscription, Perpetual, Windows OS | 859463006827 | Yes | 350 | \$10.15 | \$3,552.50 |
| 6 | | Bluebeam Revu New Enterprise Licensing Annual Subscription, Perpetual, Windows OS | 859463006810 | Yes | 100 | \$9.14 | \$914.00 |
| | | | | | | | Subtotal \$4,466.50 |

| | |
|---------------|---------------------|
| Subtotal: | \$171,782.50 |
| Tax (0.000%): | \$0.00 |
| Shipping: | \$0.00 |
| Total: | \$171,782.50 |