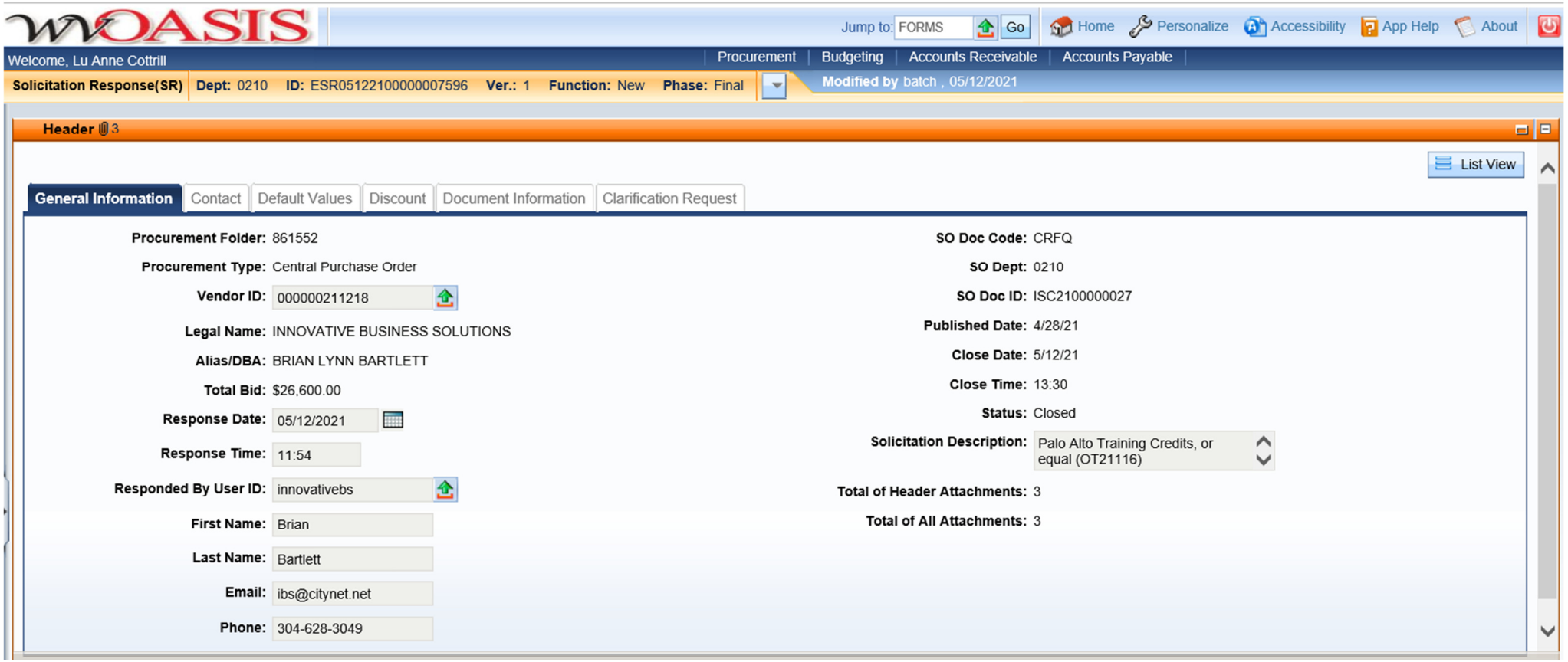
The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency 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.


wvOASIS
Jump to: FORMS Go
Home
Personalize
Accessibility
App Help
About
Welcome, Lu Anne Cottrill
Procurement
Budgeting
Accounts Receivable
Accounts Payable
Solicitation Response(SR) Dept: 0210 ID: ESR05122100000007596 Ver.: 1 Function: New Phase: Final
Modified by batch , 05/12/2021
Header 3
List View
General Information
Contact
Default Values
Discount
Document Information
Clarification Request
Procurement Folder: 861552
Procurement Type: Central Purchase Order
Vendor ID: 000000211218
Legal Name: INNOVATIVE BUSINESS SOLUTIONS
Alias/DBA: BRIAN LYNN BARTLETT
Total Bid: $26,600.00
Response Date: 05/12/2021
Response Time: 11:54
Responded By User ID: innovativebs
First Name: Brian
Last Name: Bartlett
Email: ibs@citynet.net
Phone: 304-628-3049
SO Doc Code: CRFQ
SO Dept: 0210
SO Doc ID: ISC2100000027
Published Date: 4/28/21
Close Date: 5/12/21
Close Time: 13:30
Status: Closed
Solicitation Description: Palo Alto Training Credits, or equal (OT21116)
Total of Header Attachments: 3
Total of All Attachments: 3

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

State of West Virginia
Solicitation Response

Proc Folder:	861552
Solicitation Description:	Palo Alto Training Credits, or equal (OT21116)
Proc Type:	Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2021-05-12 13:30	SR 0210 ESR05122100000007596	1

VENDOR

000000211218
INNOVATIVE BUSINESS SOLUTIONS

Solicitation Number: CRFQ 0210 ISC2100000027

Total Bid: 26600 **Response Date:** 2021-05-12 **Response Time:** 11:54:43

Comments:

FOR INFORMATION CONTACT THE BUYER
Jessica S Chambers
(304) 558-0246
jessica.s.chambers@wv.gov

Vendor
Signature X **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	Palo Alto Networks Training Credits, or equal	400.00000	EA	66.500000	26600.00

Comm Code	Manufacturer	Specification	Model #
43232502			

Commodity Line Comments: Synnex Westcon is a Palo Alto Authorized Global Training Partner to deliver the instructor led virtual only classes at the proposed rate. These credits are purchased directly from Westcon for these Weston virtually delivered training classes. These Westcon training credits equates to 400 Palo Alto credits for the specified Palo Alto EDU

Extended Description:

Palo Alto Networks Training Credits, or equal

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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder:	861552		Reason for Modification:
Doc Description:	Palo Alto Training Credits, or equal (OT21116)		
Proc Type:	Central Purchase Order		
Date Issued	**Solicitation Closes**	**Solicitation No**	**Version**
2021-04-28	2021-05-12 13:30	CRFQ 0210 ISC2100000027	1

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: 00211218
Vendor Name : INNOVATIVE BUSINESS SOLUTIONS
Address : 1224 BRUSHY FORK
Street :
City : CAIRO
State : WV **Country :** **Zip :** 26337
Principal Contact : BRIAN BARTLETT
Vendor Contact Phone: 304-628-3049 **Extension:**

FOR INFORMATION CONTACT THE BUYER
Jessica S Chambers
(304) 558-0246
jessica.s.chambers@wv.gov

Vendor Signature X Brian L. Bartlett **FEIN#** 550785005 **DATE** 5-12-2021

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

ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology (WVOT) to establish a contract for the one-time purchase of Palo Alto Networks Training Credits. The training credits may be redeemed by the Office of Technology for any open enrollment, private on-site, or online course offered by any Palo Alto Networks Authorized Training Partner (ATPs). The purpose of this RFQ is to provide training credits for the WVOT's network engineering staff in order to implement, manage, and troubleshoot the WVOT-owned Palo Alto Networks Next Generation Firewalls 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 WV US	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Palo Alto Networks Training Credits, or equal	400.00000	EA	$ 66.50	$ 26,600

Comm Code	Manufacturer	Specification	Model #
43232502	SYNNEX WESTCON	**AUTHORIZED PALO ALTO PARTNER DELIVERED TRAINING BY WESTCON EQUIVALENT OF 400 CREDITS APPLIED TO EDU-210 PUBLIC ONLINE**	

Extended Description:
Palo Alto Networks Training Credits, or equal

SCHEDULE OF EVENTS

Line	Event	Event Date

	Document Phase	Document Description	Page 3
ISC2100000027	Final	Palo Alto Training Credits, or equal (OT21116)	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

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.

Brian Bartlett, President
(Name, Title)

Brian Bartlett, President
(Printed Name and Title)

1224 Bushy Fork Cairo, WV 26337
(Address)

304-628-3049 / 304-628-3051
(Phone Number) / (Fax Number)

ibs@citynet.net
(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.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

Innovative Business Solutions
(Company)

Brian L. Bartlett, President
(Authorized Signature) (Representative Name, Title)

Brian L. Bartlett, President
(Printed Name and Title of Authorized Representative)

5-12-2021
(Date)

304-628-3049 / 304-628-3051
(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA

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 §15A-3-14, 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: (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: Innovative Business Solutions

Authorized Signature: Brian L. Bartlett Date: 4/26/2021

State of WV

County of Ritchie, to-wit:

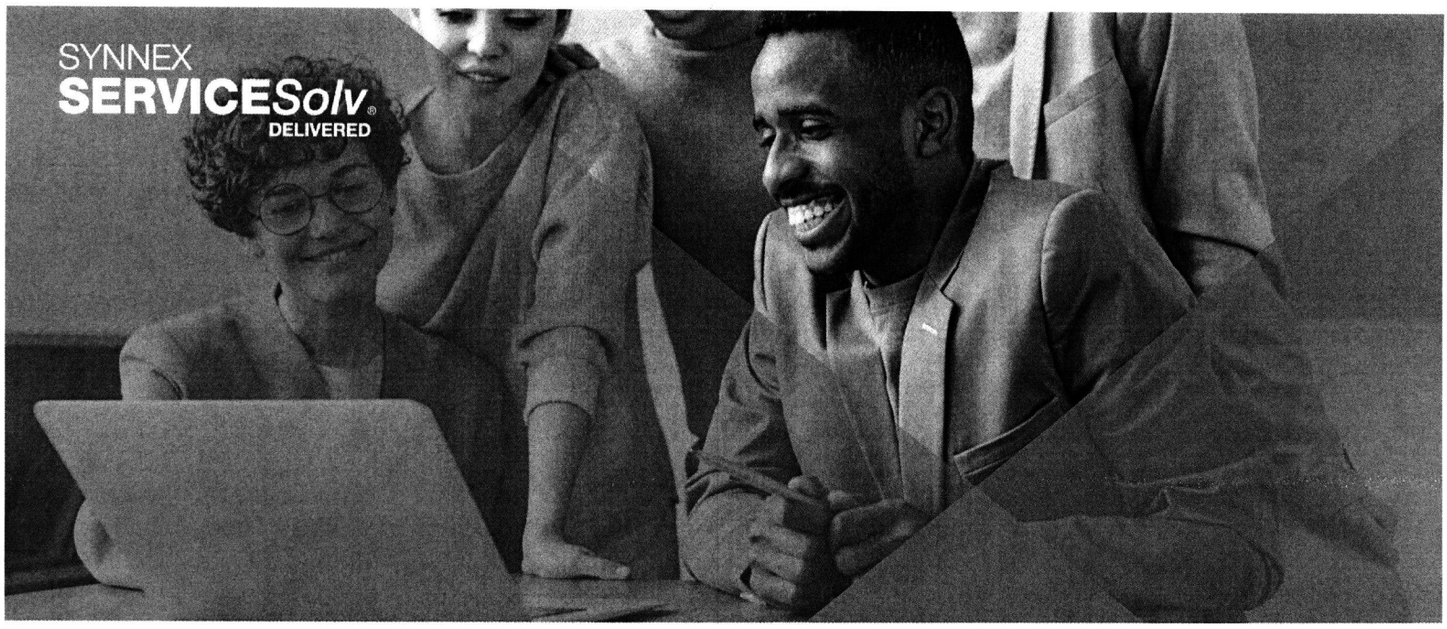
Taken, subscribed, and sworn to before me this 26th day of April, 2021.

My Commission expires August 29, 2022.

AFFIX SEAL HERE

OFFICIAL SEAL
NOTARY PUBLIC
STATE OF WEST VIRGINIA
Rosemary L Doss
201 E Main Street
Harrisville, WV 26362
My Commission Expires August 29, 2022

NOTARY PUBLIC Rosemary L. Doss



SYNNEX Training Services

Stretch Palo Alto Networks Training Credits Further!

Get the most out of Palo Alto Network Investments.

As an Authorized Global Training Partner SYNNEX Westcon delivers authorized live instructor-led training in classroom and virtual formats for both public and private engagements. Whether interested in pursuing Vendor certification or meeting company IT objectives, we have a path for you. Get trained to secure your Enterprise, the Cloud, and the Future.

SYNNEX Westcon accepts Palo Alto Networks Training Credits and can help stretch their value by up to 30%!

Example: The Westcon delivered Firewall Configuration and Management 210 class requires only 35 credits of the Westcon purchased credits instead of the usual 50 Palo Alto credits.

PART NUMBER	WESTCON DELIVERED INSTRUCTOR-LED PUBLIC SEATS	DAYS	MSRP	CREDITS
EDU-PAN-210	Firewall Configuration and Management	5	$5,000	35
EDU-PAM-214	Optimizing Firewall Threat Prevention	3	$3,000	21
EDU-PAN-220	Managing Firewalls at Scale	2	$2,000	14
EDU-PAN-260	Cortex XDR 2: Prevention, Analysis and Response	3	$3,000	21
EDU-PAN-318	Prisma Access SASE Security: Design and Operation	4	$4,000	28
EDU-PAN-330	Troubleshooting	3	$3,000	21

paloalto NETWORKS

Authorized Global Training Partner

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SYNNEX CORPORATION

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Coordinating Training On Your Schedule!

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PART NUMBER	WESTCON DELIVERED INSTRUCTOR - LED SEATS	DAYS	MSRP	CREDITS
EDU-PAN-PRIVATE-210	Private EDU-210 Event for up to 8 Students	5	$20,000	200
EDU-PAN-PRIVATE-214	Private EDU-214 Event for up to 8 Students	3	$12,000	120
EDU-PAN-PRIVATE-220	Private EDU-220 Event for up to 8 Students	2	$8,000	80
EDU-PAN-PRIVATE- 260	Private EDU-260 Event for up to 8 Students	3	$12,000	120
EDU-PAN-PRIVATE-318	Private EDU-318 Event for up to 8 Students	4	$16,000	160
EDU-PAN-PRIVATE-330	Private EDU-330 Event for up to 8 Students	3	$12,000	120
EDU-PAN-PRIVATE-210A	Add 1 additional student to a Private EDU-210 Event		$1,500	15
EDU-PAN-PRIVATE-214A	Add 1 additional student to a Private EDU-214 Event		$900	9
EDU-PAN-PRIVATE-220A	Add 1 additional student to a Private EDU-220 Event		$600	6
EDU-PAN-PRIVATE-260A	Add 1 additional student to a Private EDU-260 Event		$900	9
EDU-PAN-PRIVATE-318A	Add 1 additional student to a Private EDU-318 Event		$1,200	12
EDU-PAN-PRIVATE-330A	Add 1 additional student to a Private EDU-330 Event		$900	9

Learning Paths: Choose your objective and follow the path!

IMPLEMENT & MANAGE	
EDU 210 Essentials	EDU 220 Managing at Scale

SUPPORT & TROUBLESHOOTING		
EDU 210 Essentials	EDU 220 Managing at Scale	EDU 330 Troubleshooting

WHAT'S NEW?	
EDU 260 Cortex XDR 2	EDU 318 Prisma Access

SECURING AGAINST THREATS	
EDU 210 Essentials	EDU 214 Threat Prevention

DISTRIBUTED SOC MANAGEMENT		
EDU 210 Essentials	EDU 220 Managing at Scale	EDU 214 Threat Prevention

Ask about our half-day admin training and PCNSE Exam Prep Workshop!

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SYNNEX CORPORATION

Palo Alto Networks EDU-210 v10.0

Firewall 10.0 Essentials: Configuration and Management (EDU-210) (35 Training Credits)

5 Days

Description

The Palo Alto Networks **Firewall 10.0 Essentials: Configuration and Management (EDU-210)** course is **five days** of instructor-led training that will help you to:

- Configure and manage the essential features of Palo Alto Networks next-generation firewalls, Configure and manage Security and NAT policies to enable approved traffic to and from zones
- Configure and manage Threat Prevention strategies to block traffic from known and unknown IP addresses, domains, and URLs
- Monitor network traffic using the interactive web interface and firewall reports

Objectives

Successful completion of this five-day, instructor-led course should enhance the student's understanding of how to configure and manage Palo Alto Networks Next-Generation Firewalls. The course includes hands-on experience configuring, managing, and monitoring a firewall in a lab environment.

Target Audience

Security Engineers, Security Administrators, Security Operations Specialists, Security Analysts, and Support Staff

Prerequisites

Students must have a basic familiarity with networking concepts including routing, switching, and IP addressing. Students also should be familiar with basic security concepts. Experience with other security technologies (IPS, proxy, and content filtering) is a plus.

SYNNEX WESTCON

Course Modules

- Module 1 - Palo Alto Networks Portfolio and Architecture
- Module 2 - Connect to the Management Network
- Module 3 - Manage Firewall Configurations
- Module 4 - Manage Firewall Administrator Accounts
- Module 5 - Connect to Production Networks
- Module 6 - The Cyberattack Lifecycle
- Module 7 - Block Threats Using Security and NAT Policies
- Module 8 - Block Packet-and Protocol-Based Attacks
- Module 9 - Block Threats from Known Bad Sources
- Module 10 - Block Threats by Identifying Applications
- Module 11 - Maintain Application-Based Policies
- Module 12 - Block Threats Using Custom Applications
- Module 13 - Block Threats by Identifying Users
- Module 14 – Block Threats by Identifying Devices
- Module 15 - Block Unknown Threats
- Module 16 - Block Threats in Encrypted Traffic
- Module 17 - Prevent Use of Stolen Credentials
- Module 18 - Block Threats Using Security Profiles
- Module 19 - View Threat and Traffic Information
- Module 20 - Next Steps

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