



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 3

[List View](#)**General Information**[Contact](#)[Default Values](#)[Discount](#)[Document Information](#)[Clarification Request](#)**Procurement Folder:** 779602**Procurement Type:** Central Master Agreement**Vendor ID:** VS0000022278 **Legal Name:** LogicGate, Inc.**Alias/DBA:****Total Bid:** \$500,000.00**Response Date:** 10/06/2020 **Response Time:** 23:27**Responded By User ID:** LogicGate **First Name:** Sami**Last Name:** Khalil**Email:** sami.khalil@logicgate.co**Phone:** 6303033205**SO Doc Code:** CRFQ**SO Dept:** 0231**SO Doc ID:** OOT2100000001**Published Date:** 10/7/20**Close Date:** 10/14/20**Close Time:** 13:30**Status:** Closed**Solicitation Description:** GRC Software Solution (OT21047) **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: 779602
Solicitation Description: GRC Software Solution (OT21047)
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2020-10-14 13:30	SR 0231 ESR10062000000002857	1

VENDOR
VS0000022278 LogicGate, Inc.

Solicitation Number: CRFQ 0231 OOT2100000001
Total Bid: 500000 **Response Date:** 2020-10-06 **Response Time:** 23:27:46
Comments: Discounts can be discussed throughout the evaluation.

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	GRC Software Solution				500000.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Additional Information:
 Primary Users - \$3,600/year/user
 Secondary Users - \$800/year/user

Extended Description:

See attached Pricing Page



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: 722642

Doc Description: Addendum No. 03-GRC Software Solution (OT20131)

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2020-06-02	2020-06-17 13:30:00	CRFQ 0231 OOT2000000003	4

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:

FOR INFORMATION CONTACT THE BUYER

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

Signature X

FEIN #

DATE

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ADDITIONAL INFORMATION:

Addendum No. 03 is being issued to extend the bid opening date and time a week and address all technical questions received.
 No other changes.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - NETWORKING SUPERVISOR 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	GRC Software Solution	0.00000			

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description :
 See attached Pricing Page

SOLICITATION NUMBER: CRFQ OOT2000000003

Addendum Number:

No.03

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:

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

1. The purpose of this addendum is to extend bid opening date one week and to address all technical questions received.

No additional 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

CRFQ OOT20*3

GRC Software Tool

1. Our team would like to request an extension to the GRC Software Solution solicitation. With our team being remote and only a week between questions and the due date, our team does not have a sufficient amount of time to craft a comprehensive response.

A: We can extend 1 week.

2. In Requirements Section 4.1.1.4 -please explain how you define ranks and rates?

A: Ranks and rates are about measuring risk. As an example, when evaluating a specific security control, if there is an identified risk, that risk should be classified as high, medium, or low (ranks/ratings). Additionally, once all risks have been identified, those risks can be ranked to easily identify/order which are the more critical risks that need attention first.

3. In Requirements Section 4.1.1.5 - please explain how you define opportunities?

A: When the GRC solution is identifying risk, there should be a way to document "opportunities" to address that risk, including whether the risk can be marked as being accepted, avoided, transferred, or mitigated. Additionally, there should be a method to document the outcome of how the risk was handled.

4. Have you seen solution demonstrations to you in preparation for this RFQ? If so, which solutions from which vendors?

A: No.

5. In the requirements section of the RFQ, the footer reflects a revision date of 12/12/2017. Was there a previous procurement done for a similar solution? If so what was the result of that procurement? If it was cancelled, please explain why. If there was a 2017 procurement process, please share which vendors responded and with what solutions.

A: The 12/12/2017 revised date is the date the Purchasing Division revised our standard boilerplate for specifications and has nothing to do with the product being procured. The agency was required to use that form to solicit bids. This is the first time this solicitation has been released for public bid.

6. Are these requirements from 2017? If not, please explain the footer referencing a revision date of 12-12-2017.

Please see question 5 answer.

7. How many users are needed? LogicGate bases the pricing of users and how many use cases you may need.

A: Per 4.1.2.11 Vendor must provide at least fifteen (15) power user licenses and must be included in the lump sum cost on the Exhibit A Pricing Page Contract Item #1: Governance, Risk, and Compliance (GRC) Software Solution, Training and Support.

8. Can you clarify what these descriptions are asking for in the quote (mainly "customization" and "training"... what does 200 customizations mean to you?)

A: At first, customization and training refer to the initial implementation of the product. In the first year, it is expected that there will need to be implementation services to incorporate the work performed around the state's cyber security program and risk assessment methodology. Additionally, initial training will be needed to train users how to use the product.

In future years, customization and training refers to the opportunity to engage professional services for additional implementation services and training as other agencies onboard into the GRC tool.

Per the pricing page, 200 represents the number of hours for these services. The pricing page is looking for the hourly rate as the Unit Cost, and then the total cost for 200 times the hourly rate for the Extended Cost.

9. What are the requirements for WV?

A: Please see Section 4 of the RFQ which details the Mandatory Requirements.

10. Are you looking for a SaaS(cloud software) or on-premise?

A: Per 4.1.1.1, the State is looking for a SaaS – Cloud Based Solution

11. Does the vendor have to be FedRAMP?

A: No, the vendor does not need to be FedRAMP certified.

12. What cloud certifications are mandatory in a vendor?

A: The only mandatory requirements for certifications are listed in 3.2 of the RFQ. The vendor's data center and/or cloud provider should have both SOC 2 Type 2 and ISO 27001 certifications.

13. What do "Units of Measure" mean?

A: From the pricing sheet, LS stands for Lump Sum and HR stands for Hourly.

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 Numbers Received:

(Check the box next to each addendum received)

- | | |
|---|--|
| <input 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.

Company

Authorized Signature

Date

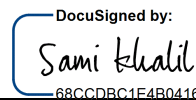
NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012

EXHIBIT A – Pricing Page
GRC Software Solution RFQ - OT20131

Section	Description	Unit of Measure	Estimated Quantity	Unit Cost	Extended Cost
4.1, 4.2	Contract Item #1: Governance, Risk, and Compliance (GRC) Software Solution, Training and Support	LS	1.00	90000.00	\$ 90,000.00
4.1.3	Contract Item #2: Post Implementation Customization	HR	200.00	250.00	\$ 50,000.00
4.1, 4.2	Optional Renewal Year 2: Contract Item #1: Governance, Risk, and Compliance (GRC) Software Solution, Training and Support	LS	1.00	100000.00	\$ 100,000.00
4.1.3	Optional Renewal Year 2: Contract Item #2: Post Implementation Customization	HR	200.00	100.00	\$ 20,000.00
4.1, 4.2	Optional Renewal Year 3: Contract Item #1: Governance, Risk, and Compliance (GRC) Software Solution, Training and Support	LS	1.00	100000.00	\$ 100,000.00
4.1.3	Optional Renewal Year 3: Contract Item #2: Post Implementation Customization	HR	200.00	100.00	\$ 20,000.00
4.1, 4.2	Optional Renewal Year 4: Contract Item #1: Governance, Risk, and Compliance (GRC) Software Solution, Training and Support	LS	1.00	100000.00	\$ 100,000.00
4.1.3	Optional Renewal Year 4: Post Implementation Customization	HR	200.00	100.00	\$ 20,000.00
Total Cost				\$	500,000.00

Contract will be evaluated on all lines but only awarded on first year. Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

DocuSigned by:

68CCDBC1E4B0416

6/15/2020

Vendor Signature:

Date:



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: 779602			Reason for Modification:
Doc Description: GRC Software Solution (OT21047)			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2020-09-22	2020-10-07 13:30	CRFQ 0231 OOT2100000001	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:

Vendor Name :

Address :

Street :

City :

State : **Country :** **Zip :**

Principal Contact :

Vendor Contact Phone: **Extension:**

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

ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology to establish an open-end contract for a Governance, Risk, and Compliance (GRC) software solution. This software will be a component of the Cyber Risk Program that was procured under CRFP ISC ISC2000000001. The GRC software solution will enhance the ability of the State of West Virginia to maintain compliance with industry regulatory requirements, federal regulatory requirements, applicable laws, and security expectations. The vendor will provide a GRC technology solution that enables the State and its individual agencies to implement an adaptive and effective internal control system for establishing, maintaining, assessing, and reporting effective internal controls 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 25305 US	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	GRC Software Solution				

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:
See attached Pricing Page

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
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	Document Phase	Document Description	Page
OOT210000001	Final	GRC Software Solution (OT21047)	3

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions