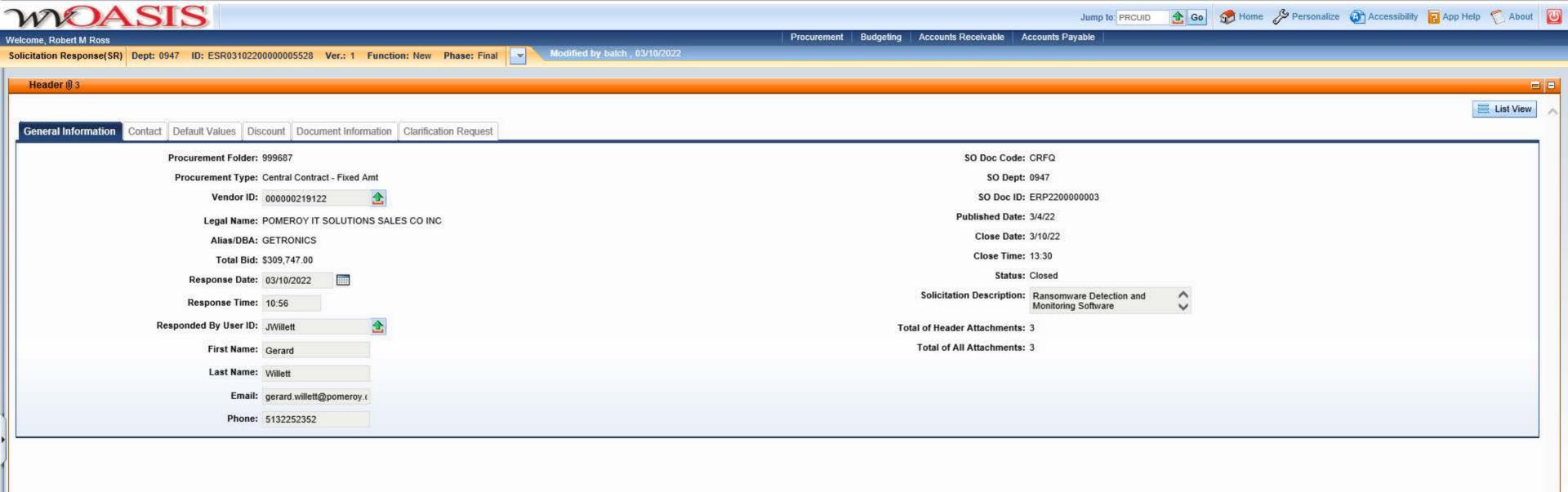


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

Bid Fax: 304-558-3970

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.





State of West Virginia Solicitation Response

Proc Folder:

999687

Solicitation Description:

Ransomware Detection and Monitoring Software

Proc Type: Central Contract - Fixed Amt

 Solicitation Closes
 Solicitation Response
 Version

 2022-03-10 13:30
 SR 0947 ESR03102200000005528
 1

VENDOR

000000219122

POMEROY IT SOLUTIONS SALES CO INC

Solicitation Number: CRFQ 0947 ERP2200000003

Total Bid: 309747 **Response Date:** 2022-03-10 **Response Time:** 10:56:43

Comments:

FOR INFORMATION CONTACT THE BUYER

Toby L Welch (304) 558-8802 toby.l.welch@wv.gov

Vendor Signature X

FEIN#

DATE

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

 Date Printed:
 Mar 10, 2022
 Page: 1
 FORM ID: WV-PRC-SR-001 2020/05

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Ransomware Detection and Monitoring Software				304664.00

Comm Code	Manufacturer	Specification	Model #	
43232801				

Commodity Line Comments:

Extended Description:

Section 4.1.1

Exact specifications can be found on the attached specifications sheet. *Vendors must submit Exhibit A Pricing page with their bids

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Ransomware Detection and Monitoring Software Installation				5083.00

Comm Code	Manufacturer	Specification	Model #	
81111809				

Commodity Line Comments:

Extended Description:

Section 4.1.2

Exact specifications can be found on the attached specifications sheet.

. *Vendors must submit Exhibit A Pricing page with their bids

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Ransomware Detection and Monitoring Support Services				0.00

Comm Code	Manufacturer	Specification	Model #	
81112200				

Commodity Line Comments:

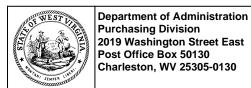
Extended Description:

Section 4.1.3

Exact specifications can be found on the attached specifications sheet.

. *Vendors must submit Exhibit A Pricing page with their bids

Date Printed: Mar 10, 2022 Page: 2 FORM ID: WV-PRC-SR-001 2020/05



State of West Virginia Centralized Request for Quote Info Technology

Proc Folder: 999687

Doc Description: Ransomware Detection and Monitoring Software

Reason for Modification:

Addendum No 2 is issued to publish questions and answers

Proc Type: Central Contract - Fixed Amt

Date Issued Solicitation Closes Solicitation No Version

2022-03-04 | 2022-03-10 | 13:30 | CRFQ | 0947 | ERP2200000003 | 3

BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON WV 25305

US

VENDOR

Vendor Customer Code: VC0000098899

Vendor Name: Pomeroy Technologies Inc.

Address: 1020 Petersburg Rd

Street:

City: Hebron

State: KY Country: US Zip: 41048

Principal Contact : Kelly Helminiak

Vendor Contact Phone: 859-657-2091 **Extension**:

FOR INFORMATION CONTACT THE BUYER

Toby L Welch (304) 558-8802 toby.l.welch@wv.gov

Vendor Signature X Gerard Willett

FEIN#85-0862996

DATE3/10/2022

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

Date Printed: Mar 4, 2022 Page: 1 FORM ID: WV-PRC-CRFQ-002 2020/05

ADDITIONAL INFORMATION

Addendum No 2 is issued for the following reasons:

1) To publish a copy of vendor's questions and responses as attached.

--no other changes--

INVOICE TO		SHIP TO	
ENTERPRISE RESOURCE PLANNING BOARD		ENTERPRISE RESOURCE PLANNING BOARD	
1007 BULLITT STREET		1007 BULLITT STREET	
SUITE 400		SUITE 400	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Ransomware Detection and Monitoring	1	1/YEAR		\$304,674.00
	Software				

Comm Code	Manufacturer	Specification Mod	el#
43232801	Netapp	Cloud Insights Sub,PRM,ED,12-12mo,MHT,OE	CE-SUBS-PRM 12-23 M

Extended Description:

Section 4.1.1

Exact specifications can be found on the attached specifications sheet. *Vendors must submit Exhibit A Pricing page with their bids

INVOICE TO		SHIP TO	
ENTERPRISE RESOURCE PLANNING BOARD		ENTERPRISE RESOURCE PLANNING BOARD	
1007 BULLITT STREET		1007 BULLITT STREET	
SUITE 400		SUITE 400	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Ransomware Detection and Monitoring Software Installation	1	1/YEAR		\$5,083.00

Comm Code	Manufacturer	Specification N	Model #
81111809	Netapp	Support Edge Advisor, CS-G3-SE-ADVISOR-L1	CS-GE-SE-Advisor-L1

Extended Description:

Section 4.1.2

Exact specifications can be found on the attached specifications sheet.

. *Vendors must submit Exhibit A Pricing page with their bids

INVOICE TO		SHIP TO	
ENTERPRISE RESOURCE PLANNING BOARD		ENTERPRISE RESOURCE PLANNING BOARD	
1007 BULLITT STREET		1007 BULLITT STREET	
SUITE 400		SUITE 400	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue Unit Price	Total Price
3	Ransomware Detection and Monitoring Support	1	1/YEAR	\$0.00
	Services			

Comm Code	Manufacturer	Specification	Model #
81112200	Netapp	Cloud-Insights-Flex-SUBS	Cloud-Insights-Flex-SUBS

Extended Description:

Section 4.1.3

Exact specifications can be found on the attached specifications sheet. .*Vendors must submit Exhibit A Pricing page with their bids

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	Event Date
1	Questions are due by 4:00 p.m.	2022-03-02

FORM ID: WV-PRC-CRFQ-002 2020/05 Date Printed: Mar 4, 2022 Page: 3

	Document Phase	Document Description	Page 4
ERP2200000003	Final	Ransomware Detection and Monitoring Software	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

EXHIBIT A - PRICING PAGE - Server Monitoring Software

	Product Description	Initial 3-year term	Year 4	Year 5	Year 6	Ext Price
4.1.1	Ransomware Detection and Monitoring Software	\$152,337.00	\$50,779.00	\$50,779.00	\$50,779.00	\$304,674.00
4.1.2	Ransomware Detection and Monitoring Software Installation	\$5,083.00	\$0.00	\$0.00	\$0.00	\$5,083.00
4.1.3	Ransomware Detection and Monitoring Software Support	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Total Price: \$309,757

Pomeroy Technologies 1020 Petersburg Rd Hebron, KY 40148

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

State of West Virginia,

Thank you for the opportunity to present this proposal as a solution to your request for information technology (specifically "Ransomware Detection and Monitoring Software"). Pomeroy has used its internal resources to obtain and review your solicitation and feels the utmost confidence in our ability to meet the stated requirements.

Based on the well-formed and articulated mandatory requirements as shared, the understanding between Pomeroy and West Virginia is a need for Ransomware Detection and Monitoring Software that will integrate seamlessly with existing NetApp SAN solutions currently in production, and the software must be a cloud-based SaaS (Software as a Service) without requiring management of upgrades nor patches. Beyond those two base requirements, the remaining components all assemble a perfect image as to what is being sought for.

The solution Pomeroy considered most fit and in alignment, and exclusively to carry out the above is NetApp's OnCommand Insight(OCI). It's a solution that brings actionable knowledge now. OCI is designed for multi-vendor monitoring from a single pane of glass, ensuring SLAs met, and impacting the reduction of IT spend; as well as meeting sub requirements as described.

Why NetApp?

With NetApp ONTAP data management software, you have detection capabilities built in. Onbox workload and data entropy monitoring, along with alerts about unexpected changes in Snapshot reserve size or storage efficiency, can all help detect a possible ransomware attack. With Cloud Insights' ability to detect user behavior anomalies, combined with ONTAP intelligence, you can identify bad actors and abnormal storage behavior. Active IQ will help identify the best practices in your environment to ensure the best possible outcome.

Pomeroy is excited and passionate about aiding the state of West Virginia to modernize and protect the digital footprint of this solution. We look forward to working together as a strategic partnership to ensure both short and long term success.

Thank you for the opportunity to bid and the review of our solution.

Jerry Willett
Account Director
Pomeroy Technologies