



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

List View

General Information Contact Default Values Discount Document Information Clarification Request

Procurement Folder: 1030855

Procurement Type: Central Contract - Fixed Amt

Vendor ID: VS0000041211

Legal Name: AQS, Inc.

Alias/DBA: AQS, Inc.

Total Bid: \$104,925.00

Response Date: 09/05/2022

Response Time: 18:28

Responded By User ID: jworkman

First Name: Joel

Last Name: Workman

Email: jworkman@aqsnets.com

Phone: 8014761365

SO Doc Code: CRFQ

SO Dept: 0313

SO Doc ID: DEP2300000007

Published Date: 8/18/22

Close Date: 9/6/22

Close Time: 13:30

Status: Closed

Solicitation Description: AB Manager Lab Accreditation System, or Equal

Total of Header Attachments: 1

Total of All Attachments: 1



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:** 1030855  
**Solicitation Description:** AB Manager Lab Accreditation System, or Equal  
**Proc Type:** Central Contract - Fixed Amt

Solicitation Closes	Solicitation Response	Version
2022-09-06 13:30	SR 0313 ESR08242200000001010	1

**VENDOR**

VS0000041211  
AQS, Inc.

**Solicitation Number:** CRFQ 0313 DEP2300000007  
**Total Bid:** 104925  
**Response Date:** 2022-09-05  
**Response Time:** 18:28:22  
**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
Joseph E Hager III  
(304) 558-2306  
joseph.e.hageriii@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	Auto Lab Accreditation System, AQS AB Manager or Equal				37375.00

Comm Code	Manufacturer	Specification	Model #
81162000			

**Commodity Line Comments:**

**Extended Description:**

Vendor's bid for this item will include total cost for initial set-up, technical support, training, updates, enhancements and bug fixes for the initial year. Will also include maintenance and support for First Year.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Custom Programming and Support	120.00000	HOUR	125.000000	15000.00

Comm Code	Manufacturer	Specification	Model #
81112201			

**Commodity Line Comments:**

**Extended Description:**

Reference Specification 4.1.15.3 Vendor's bid will include total cost for any custom programming and support that may be requested over the course of the entire 5 year contract. Hours are estimated at 120 hours (for bidding purposes only). Vendor will only bill for actual hours pre-approved and used. Custom programming and support must be pre-approved in writing by a representative of the WV DEP.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Maintenance and Support Renewal for Year 2				12375.00

Comm Code	Manufacturer	Specification	Model #
81112201			

**Commodity Line Comments:**

**Extended Description:**

Vendor's bid will include total cost for all license subscriptions and maintenance and support (including any custom programming and support) for Renewal for Year 2.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Maintenance and Support Renewal for Year 3				12870.00

Comm Code	Manufacturer	Specification	Model #
81112201			

**Commodity Line Comments:**

**Extended Description:**

Vendor's bid will include total cost for all license subscriptions and maintenance and support (including any custom programming and support) for Renewal for Year 3.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Maintenance and Support Renewal for Year 4				13385.00

Comm Code	Manufacturer	Specification	Model #
81112201			

Commodity Line Comments:

Extended Description:

Vendor's bid will include total cost for all license subscriptions and maintenance and support (including any custom programming and support) for Renewal for Year 4.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Maintenance and Support Renewal for Year 5				13920.00

Comm Code	Manufacturer	Specification	Model #
81112201			

Commodity Line Comments:

Extended Description:

Vendor's bid will include total cost for all license subscriptions and maintenance and support (including any custom programming and support) for Renewal for Year 5.



Date: 9/5/2022

STATE OF WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON STREET, EAST  
CHARLESTON, WEST VIRGINIA 25305-0130

AQS, Inc. is pleased to submit the attached bid in response to West Virginia solicitation DEP2300000007, AB Manager Lab Accreditation System or Equal.

We have read and understand the scope of work described in the solicitation and agree to the solicitation terms and conditions. Attached below are the designated contact form, certification and signature form, Addendum Acknowledgement form, accreditation software references, and resumes for key personnel (Attachments 1 through 4).

AQS's AB Manager is a fully functional accreditation management system capable of meeting all requirements in the solicitation. AB Manager is a powerful, web-based application for tracking laboratory certification and accreditation workflow. AB Manager helps simplify the complicated accreditation process for an unlimited number of laboratories and multiple AB users.

For successful implementation it is expected that the West Virginia Department of Environmental Protection (WVDEP) provide a primary point of contact and additional technical resources to:

- Review the details of the scope of work and agree on an implementation schedule and configuration priorities
- Identify WVDEP-specific configuration requirements
- Identify WVDEP-specific parameters available for accreditation (matrix/program/method/analyte)
- Identify WVDEP-specific laboratories and laboratory details
- Identify accredited parameters for each laboratory

Please contact me if you have any questions.

Sincerely,

Joel Workman  
President

## Attachment 1 – Designated Contact and Certification

**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.

(Name, Title) Joel Workman President  
(Printed Name and Title) Joel Workman, President  
(Address) 2112 Deer Run Drive, South Weber, Utah  
(Phone Number) / (Fax Number) 801-476-1365  
(email address) jworkman@aqsnets.com

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract 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/Contract 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; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

AQS, Inc.

(Company)

Joel Workman  
(Authorized Signature) (Representative Name, Title)

Joel Workman, President

(Printed Name and Title of Authorized Representative) (Date)

801-476-1365

(Phone Number) (Fax Number)

jworkman@aqsnets.com

(Email Address)

**Attachment 2 – Addendum Acknowledgement Form****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:

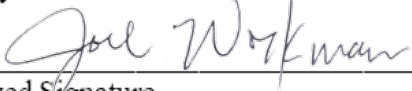
*(Check the box next to each addendum received)*

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

AQS, Inc.

Company

  
Authorized Signature

9/5/2022

Date

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



**Attachment 3 – Accreditation Software References**

<b>State of Nevada</b>	Description: AB Manager (MS Access version and new web version) Period of Performance: 10+ years Technical Contact: Jasmine Curiel, Laboratory Certification Officer jcuriel@ndep.nv.gov 775-687-9507
<b>State of Texas</b>	Description: AB Manager (MS Access version and new web version) Period of Performance: 10+ years Technical Contact: Frank Jamison or Louise McGinley Louise.McGinley@tceq.texas.gov (512) 239-1815
<b>State of Kansas</b>	Description: AB Manager (MS Access version and new web version) Period of Performance: 5+ years Technical Contact: Paul Harrison, Deputy Director Paul.Harrison@ks.gov 785-296-1656

## Attachment 4 – Key Personnel Resumes

<b>Name</b>	<b>Joel Workman</b>
<b>Classification</b>	Project Manager
<b>Years' Experience</b>	37 total, 27 with AQS
<b>Summary</b>	<p>Mr. Workman has over 37 years of experience in data quality, analytical chemistry, and environmental compliance.</p> <p>Mr. Workman is the president of AQS, Inc. AQS specializes in environmental data quality with services including quality assurance plans, environmental data validation, and laboratory data quality consulting. In addition, to help our clients maintain compliance with various requirements and regulations, we have developed several software applications including AB Manager (for accrediting bodies), Lab Director (for laboratories), and Lab Data Manager (for data users).</p>
<b>Professional Experience</b>	<p><u>President / Principal Scientist, AQS, Inc. 1995 – Present</u> Own and manage a small business providing environmental consulting, environmental services, analytical quality assurance, ESH training and software development. Environmental services include compliance, permitting, restoration, risk assessment, hazardous waste management and quality assurance. Analytical services include laboratory management, data validation, quality assurance, laboratory assessment and data management. Project management services include facilitation, technical documentation, quality assurance and employee training.</p> <p><u>Laboratory Director, 1992 – 1995, Chemtech-Ford Analytical Laboratory</u> Responsible for managing and operating two medium-sized analytical testing laboratories. Capabilities included organic, inorganic, and microbiological testing. Provided services for municipalities, federal and state governments, engineering firms, businesses, and other customers. Provided technical consulting for all environmental programs including RCRA, CWA, SDWA, and CERCLA. Assisted in development of analytical guidelines for permits and other regulatory documents. Developed quality protocols to ensure technical and legal defensibility of analytical data. Maintained all necessary environmental laboratory certifications.</p> <p><u>QA Manager / Analytical Chemist, 1992 – 1993, Morton International (AutoLiv)</u> Responsible for analytical methods development to ensure manufacturing and product quality at automotive airbag facility. Provided expertise in propellant and gas generant chemistry. Worked</p>

Name	Joel Workman
	<p>with environmental, occupational health and safety personnel to evaluate and resolve product toxicity, compliance and disposal issues. Developed and implemented the laboratory quality system for ISO-9001 and American Association for Laboratory Accreditation (A2LA) certifications.</p> <p><u>QA Manager / Research Chemist, 1986 – 1992, Hercules Aerospace (Northrop Grumman)</u></p> <p>Developed analytical methods and protocols to support the manufacture of solid rocket motors and graphite composite structures. Provided technical expertise regarding propellant and explosive formulations. Participated as an environmental team member for hazardous waste management, groundwater monitoring, chemical disposal, and explosive disposal programs. Participated in initial environmental certification process and implementation of laboratory quality assurance program. Responsible for analytical research and development utilizing atomic absorption (AA) and inductively coupled plasma (ICP) spectroscopy, x-ray fluorescence, and various other laboratory techniques.</p>
<b>Education and Certifications</b>	<p>Bachelor of Science, Chemistry, University of Utah, Salt Lake City, Utah, 1986</p> <p>2002 – 2020, Certified Hazardous Materials Manager (CHMM), Institute of Hazardous Materials Management</p> <p>1997 – 2020, Registered Environmental Manager (REM), National Registry of Environmental Professionals</p> <p>OSHA Hazardous waste operator (HAZWOPER) 40 hour and annual refresher training</p>

### Tom Workman Resume

Name	Tom Workman
<b>Classification</b>	Lead Programmer
<b>Years' Experience</b>	31 total, 10 with AQS

<b>Name</b>	<b>Tom Workman</b>
<b>Summary</b>	Software Engineer with over 20 years of experience in object-oriented design and development of enterprise web/database applications. Led teams and participated in all stages of the software development lifecycle (concept through delivery and maintenance).
<b>Professional Experience</b>	<p><u>2013 – Present, Senior Programmer, AQS, Inc. (South Weber Utah)</u> Develop technical applications using MySQL, JavaScript, Node, React, GraphQL, CSS, jQuery, HTML, Visual Basic, MS Access</p> <p><u>1994 – 2013, Principal Software Engineer, Oracle/PeopleSoft, (Pleasanton, California).</u> Utilized several SQL database platforms including MS SQL Server, Oracle, Informix, SQL Base. PeopleTools and other Oracle Applications.</p> <p><u>1991 – 1994, Systems Engineer, Electronic Data Systems (San Francisco, California)</u> Crystal Reports, MS SQL Server, other mainframe-based and custom development tools</p>
<b>Education</b>	Bachelor of Science, Business/Finance, University of Utah, Salt Lake City, Utah, 1991
<b>Hardware/Software Summary</b>	<p>Windows Server</p> <p>OSX</p> <p>Linux</p> <p>C#</p> <p>Visual Basic</p> <p>Java</p> <p>JavaScript</p> <p>Node</p> <p>React</p> <p>jQuery</p> <p>HTML</p> <p>CSS</p> <p>Oracle</p> <p>SQL Server</p> <p>MySQL</p>