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## Header 2

List View

## General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 1458603

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0506

Vendor ID: 000000195808



SO Doc ID: MIS2500000001

Legal Name: CARAHSOFT TECHNOLOGY CORP

Published Date: 7/17/24

Alias/DBA:

Close Date: 7/25/24

Total Bid: \$2,733,907.99

Close Time: 13:30

Response Date: 07/22/2024



Status: Closed

Response Time: 13:45

Solicitation Description: VISUAL DATA ANALYTICS SOFTWARE

Responded By User ID: carahsoft



Total of Header Attachments: 2

First Name: Caitlyn

Total of All Attachments: 2

Last Name: Lewis

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Phone: 17038718500



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
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State of West Virginia  
Solicitation Response

**Proc Folder:** 1458603  
**Solicitation Description:** VISUAL DATA ANALYTICS SOFTWARE  
**Proc Type:** Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2024-07-25 13:30	SR 0506 ESR07222400000000578	1

**VENDOR**  
000000195808  
CARAHSOFT TECHNOLOGY CORP

**Solicitation Number:** CRFQ 0506 MIS2500000001  
**Total Bid:** 2733907.9900000000223517417907 **Response Date:** 2024-07-22 **Response Time:** 13:45:43  
**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
Crystal G Hustead  
(304) 558-2402  
crystal.g.hustead@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	Tableau 8 Core Base (Server) MFG Part 2000017987-2a	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1 Visual Data Analytics Software, Tableau or equal, Tableau 8 Core Base Server MFG Part # 2000017987-2a, or equal  
Line 12 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Tableau Embedded Analytics 8 Core Base MFG Part 200001800-2a	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1 Visual Data Analytics Software, Tableau or equal, Tableau Embedded Analytics 8 Core Base Server, MFG Part # 200001800-2a, or equal  
Line 13 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Tableau Creator (Server) MFG Part 200001773-2a	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1 Visual Data Analytic Software, Tableau Creator (Server) MFG Part # 200001773-2a, or equal  
Line 14 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Tableau Training eLearning (Creator) MFG Part 200001553	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1 Visual Data Analytics Software, Tableau Training eLearning (Creator) MFG Part # 2000001553, or equal  
Line 15 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Tableau Creator MFG Part 200001773	69.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.12 Visual Data Analytics Software, Tableau Creator MFG Part # 200001773 or equal  
Line 16 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Tableau e-Learning Creator MFG Part 200001553	69.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.12 Visual Data Analytics Software, Tableau Training eLearning Creator MFG Part # 200001553, or equal  
Line 17 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Additional user licenses, Creator MFG Part 200001773	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.12.1 Visual Data Analytics Software, Additional User Licenses for Creator MFG Part # 200001773 Tableau or equal.  
Line 18 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Additional user licenses, eLearning Part MFG 200001553	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.12.2 Visual Data Analytics Software, Additional User Licenses for eLearning Part MFG 200001553, or equal  
Line 19 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Additional cores for Tableau Server with Premier Support	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.13.1 Visual Data Analytics Software, additional cores of Tableau Server MFG Part 200001798 with Premier Support MFG Part 200003620, or equal  
Line 20 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Additional cores of Embedded Analytics MFG Part 200002031	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.13.2 Visual Data Analytics Software, additional cores of Embedded Analytics MFG Part # 200002031, or equal  
Line 21 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Data Management Resource MFG Part 200002287	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.13.3 Visual Data Analytics Software, Data Management Resource MFG Part # 200002287, or equal  
Line 22 on Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Cores of Data Management Resource MFG Part 200001785	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

**Extended Description:**

3.1.1.13.4 Visual Data Analytics Software, cores of Data Management Resource MFG Part 200001785, or equal  
Liine 23 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Advanced Managment MFG Part 200002292	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

Extended Description:

3.1.1.13.5 Visual Data Analytics Software, Advanced Management MFG Part 200002292, or equal  
Line 24 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Premier Success Support MFG Part 200003620-2	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments: This renewal/new purchase only has 3 years. I believe this was added in error. I have attached renewal/new purchase quote with option years.

Extended Description:

3.2.4 Visual Data Analytics Software, Premier Success Support MFG Part # 200003620-2, or equal  
Line 25 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Tableau 8 Core Base (Server) MFG Part 2000017987-2a REN YR 1	1.00000	EA	66628.940000	66628.94

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1 Visual Data Analytics Software, Tableau or equal, Tablueau 8 Core Base Server MFG Part # 2000017987-2a, or equal  
Line 12 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Tableau Embedded Analytics 8 Core Base MFG Part 200001800-2a	1.00000	EA	131717.980000	131717.98

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1 Visual Data Analyrics Software, Tableau or rqual, Tableau Embedded Analytics 8 Core Base Server, MFG Part # 200001800-2a, or equal  
Line 13 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Tableau Creator (Server) MFG Part 200001773-2a REN YR 1	1.00000	EA	842.430000	842.43

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1 Visual Data Analytic Software, Tableau Creator (Server) MFG Part # 200001773-2a, or equal  
Line 14 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	Tableau Training eLearning (Creator) MFG Part 200001553	1.00000	EA	119.100000	119.10

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 1

3.1.1 Visual Data Analytics Software, Tableau Training eLearning (Creator) MFG Part # 2000001553, or equal  
Line 15 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
19	Tableau Creator MFG Part 200001773 REN YR 1	69.00000	EA	842.430000	58127.67

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 1

3.1.1.12 Visual Data Analytics Software, Tableau Creator MFG Part # 200001773 or equal  
Line 16 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
20	Tableau e-Learning Creator MFG Part 200001553	69.00000	EA	119.100000	8217.90

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 1

3.1.1.12 Visual Data Analytics Software, Tableau Training eLearning Creator MFG Part # 200001553, or equal  
Line 17 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	Additional user licenses, Creator MFG Part 200001773	1.00000	EA	842.430000	842.43

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 1

3.1.1.12.1 Visual Data Analytics Software, Additional User Licenses for Creator MFG Part # 200001773 Tableau or equal.  
Line 18 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
22	Additional user licenses, eLearning Part MFG 200001553	1.00000	EA	119.100000	119.10

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1.12.2 Visual Data Analytics Software, Additional User Licenses for eLearning Part MFG 200001553, or equal  
Line 19 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
23	Additional cores for Tableau Server with Premier Support	1.00000	EA	175526.930000	175526.93

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1.13.1 Visual Data Analytics Software, additional cores of Tableau Server MFG Part 200002029 with Premier Support MFG Part 200003620-2, or equal  
Line 20 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
24	Additional cores of Embedded Analytics MFG Part 200002031	1.00000	EA	131717.980000	131717.98

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1.13.2 Visual Data Analytics Software, additional cores of Embedded Analytics MFG Part # 200002031, or equal  
Line 21 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
25	Data Management Resource MFG Part 200002287 REN YR 1	1.00000	EA	69960.260000	69960.26

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1.13.3 Visual Data Analytics Software, Data Management Resource MFG Part # 200002287, or equal  
Line 22 on Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
26	Cores of Data Management Resource MFG Part 200001785	1.00000	EA	3016.540000	3016.54

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1.13.4 Visual Data Analytics Software, cores of Data Management Resource MFG Part 200001785, or equal  
Line 23 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
27	Advanced Managment MFG Part 200002292 REN YR 1	1.00000	EA	41976.130000	41976.13

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.1.1.13.5 Visual Data Analytics Software, Advanced Management MFG Part 200002292, or equal  
Line 24 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
28	Premier Success Support MFG Part 200003620-2 REN YR 1	1.00000	EA	120402.720000	120402.72

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 1  
3.2.4 Visual Data Analytics Software, Premier Success Support MFG Part # 200003620-2, or equal  
Line 25 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
29	Tableau 8 Core Base (Server) MFG Part 2000017987-2a REN YR 2	1.00000	EA	184303.280000	184303.28

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 2  
3.1.1 Visual Data Analytics Software, Tableau or equal, Tablueau 8 Core Base Server MFG Part # 2000017987-2a, or equal  
Line 12 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
30	Tableau Embedded Analytics 8 Core Base MFG Part 200001800-2a	1.00000	EA	138303.810000	138303.81

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 2  
3.1.1 Visual Data Analyrics Software, Tableau or rqual, Tableau Embedded Analytics 8 Core Base Server, MFG Part # 200001800-2a, or equal  
Line 13 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
31	Tableau Creator (Server) MFG Part 200001773-2a REN YR 2	1.00000	EA	884.520000	884.52

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 2

3.1.1 Visual Data Analytic Software, Tableau Creator (Server) MFG Part # 200001773-2a, or equal  
Line 14 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
32	Tableau Training eLearning (Creator) MFG Part 200001553	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** eLearnings typically are only purchased one year.

**Extended Description:**

Renewal Year 2

3.1.1 Visual Data Analytics Software, Tableau Training eLearning (Creator) MFG Part # 2000001553, or equal  
Line 15 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
33	Tableau Creator MFG Part 200001773 REN YR 2	69.00000	EA	884.520000	61031.88

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 2

3.1.1.12 Visual Data Analytics Software, Tableau Creator MFG Part # 200001773 or equal  
Line 16 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
34	Tableau e-Learning Creator MFG Part 200001553 REN YR 2	69.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** eLearnings typically are only purchased one year.

**Extended Description:**

Renewal Year 2

3.1.1.12 Visual Data Analytics Software, Tableau Training eLearning Creator MFG Part # 200001553, or equal  
Line 17 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
35	Additional user licenses, Creator MFG Part 200001773	1.00000	EA	884.520000	884.52

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 2

3.1.1.12.1 Visual Data Analytics Software, Additional User Licenses for Creator MFG Part # 200001773 Tableau or equal.

Line 18 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
36	Additional user licenses, eLearning Part MFG 200001553	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** eLearnings typically are only purchased one year.

**Extended Description:**

Renewal Year 2

3.1.1.12.2 Visual Data Analytics Software, Additional User Licenses for eLearning Part MFG 200001553, or equal

Line 19 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
37	Additional cores for Tableau Server with Premier Support	1.00000	EA	184303.280000	184303.28

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 2

3.1.1.13.1 Visual Data Analytics Software, additional cores of Tableau Server MFG Part 200002029 with Premier Support MFG Part 200003620-2, or equal

Line 20 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
38	Additional cores of Embedded Analytics MFG Part 200002031	1.00000	EA	138303.810000	138303.81

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 2

3.1.1.13.2 Visual Data Analytics Software, additional cores of Embedded Analytics MFG Part # 200002031, or equal

Line 21 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
39	Data Management Resource MFG Part 200002287 REN YR 2	1.00000	EA	69960.260000	69960.26

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 2  
3.1.1.13.3 Visual Data Analytics Software, Data Management Resource MFG Part # 200002287, or equal  
Line 22 on Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
40	Cores of Data Management Resource MFG Part 200001785	1.00000	EA	3016.540000	3016.54

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 2  
3.1.1.13.4 Visual Data Analytics Software, cores of Data Management Resource MFG Part 200001785, or equal  
Line 23 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
41	Advanced Managment MFG Part 200002292	1.00000	EA	41976.130000	41976.13

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 2  
3.1.1.13.5 Visual Data Analytics Software, Advanced Management MFG Part 200002292, or equal  
Line 24 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
42	Premier Success Support MFG Part 200003620-2	1.00000	EA	120402.720000	120402.72

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 2  
3.2.4 Visual Data Analytics Software, Premier Success Support MFG Part # 200003620-2, or equal  
Line 25 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
43	Tableau 8 Core Base (Server) MFG Part 2000017987-2a	1.00000	EA	184303.280000	184303.28

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 3  
3.1.1 Visual Data Analytics Software, Tableau or equal, Tablueau 8 Core Base Server MFG Part # 2000017987-2a, or equal  
Line 12 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
44	Tableau Embedded Analytics 8 Core Base MFG Part 200001800-2a	1.00000	EA	145218.900000	145218.90

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 3

3.1.1 Visual Data Analytics Software, Tableau or rqual, Tableau Embedded Analytics 8 Core Base Server, MFG Part # 200001800-2a, or equal  
Line 13 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
45	Tableau Creator (Server) MFG Part 200001773-2a	1.00000	EA	928.710000	928.71

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 3

3.1.1 Visual Data Analytic Software, Tableau Creator (Server) MFG Part # 200001773-2a, or equal  
Line 14 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
46	Tableau Training eLearning (Creator) MFG Part 200001553	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** eLearnings typically are only purchased one year.

**Extended Description:**

Renewal Year 3

3.1.1 Visual Data Analytics Software, Tableau Training eLearning (Creator) MFG Part # 2000001553, or equal  
Line 15 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
47	Tableau Creator MFG Part 200001773 REN YR 3	69.00000	EA	928.710000	64080.99

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 3

3.1.1.12 Visual Data Analytics Software, Tableau Creator MFG Part # 200001773 or equal  
Line 16 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
48	Tableau e-Learning Creator MFG Part 200001553 REN YR 3	69.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** eLearnings typically are only purchased one year.

**Extended Description:**

Renewal Year 3

3.1.1.12 Visual Data Analytics Software, Tableau Training eLearning Creator MFG Part # 200001553, or equal

Line 17 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
49	Additional user licenses, Creator MFG Part 200001773	1.00000	EA	928.710000	928.71

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 3

3.1.1.12.1 Visual Data Analytics Software, Additional User Licenses for Creator MFG Part # 200001773 Tableau or equal.

Line 18 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
50	Additional user licenses, eLearning Part MFG 200001553	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:** eLearnings typically are only purchased one year.

**Extended Description:**

Renewal Year 3

3.1.1.12.2 Visual Data Analytics Software, Additional User Licenses for eLearning Part MFG 200001553, or equal

Line 19 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
51	Additional cores for Tableau Server with Premier Support	1.00000	EA	193518.440000	193518.44

Comm Code	Manufacturer	Specification	Model #
43232200			

**Commodity Line Comments:**

**Extended Description:**

Renewal Year 3

3.1.1.13.1 Visual Data Analytics Software, additional cores of Tableau Server MFG Part 200002029 with Premier Support MFG Part

200003620-2, or equal

Line 20 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
52	Additional cores of Embedded Analytics MFG Part 200002031	1.00000	EA	145218.900000	145218.90

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 3  
3.1.1.13.2 Visual Data Analytics Software, additional cores of Embedded Analytics MFG Part # 200002031, or equal  
Line 21 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
53	Data Management Resource MFG Part 200002287 REN YR 3	1.00000	EA	73458.230000	73458.23

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 3  
3.1.1.13.3 Visual Data Analytics Software, Data Management Resource MFG Part # 200002287, or equal  
Line 22 on Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
54	Cores of Data Management Resource MFG Part 200001785	1.00000	EA	3167.270000	3167.27

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 3  
3.1.1.13.4 Visual Data Analytics Software, cores of Data Management Resource MFG Part 200001785, or equal  
Line 23 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
55	Advanced Managment MFG Part 200002292 REN YR 3	1.00000	EA	44074.940000	44074.94

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 3  
3.1.1.13.5 Visual Data Analytics Software, Advanced Management MFG Part 200002292, or equal  
Line 24 of Pricing Page

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
56	Premier Success Support MFG Part 200003620-2 REN YR 3	1.00000	EA	126422.760000	126422.76

Comm Code	Manufacturer	Specification	Model #
43232200			

Commodity Line Comments:

Extended Description:

Renewal Year 3  
3.2.4 Visual Data Analytics Software, Premier Success Support MFG Part # 200003620-2, or equal  
Line 25 of Pricing Page



July 19, 2024

Dear Partner:

Enclosed please find Salesforce content that can be used to support and augment your response to the West Virginia Department of Health and Human Resources CRFQ 0506 MIS2500000001 for a Visual Data Analytics Software solution. Throughout this document, we have referred to the customer as 'WVDHHR.'

Please note the following on how to use our content:

- Some of this content may change based on the customer's response to solicitation questions or if additional amendments are released. If so, Salesforce will provide you with edited or additional content and the details of any changes that were made.
- Our content is not a complete response. You will need to review and incorporate this content into your response where applicable. Some responses to the customer's requirements may also need additional input from you based on your provided services or solution. In this case, we have clearly marked throughout the document "Note to Partner" or "Partner to Respond" where you will need to either answer the entire requirement or add content to the Salesforce response to complete the answer to a requirement.
- Some of our responses to specific RFx requirements include URL links offering more details. Since many customers may not allow linked content to be included in their evaluations, you may elect to incorporate some of that linked content into your final response for a particular RFx requirement.
- The content within this document is deemed 'Private & Confidential' and its intended purpose is to address the needs and requirements of WVDHHR in the context of this RFQ. It is strictly forbidden to share any part of this message with any other third party, without a written consent of Salesforce.
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## Disclaimer

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**Note to Partner:** Please note the following disclaimer regarding the use of our provided content: This is intended to be cut and pasted into your RFx response. It is our disclaimer to you and to the customer.

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# Table of Contents

Executive Summary	3
Solution Overview	4
Salesforce Company Overview	7

# Executive Summary

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West Virginia Department of Health and Human Resources is already a customer of Tableau and understands that the Tableau product set offers an excellent fit for enterprise reporting, data analysis, and the requirements established for a **Visual Data Analytics Software** solution.

Tableau's flexibility and built-in array of graphical charts, reports, and displays will allow WVDHHR to continue to quickly build and deploy a variety of dashboards and analysis capabilities for virtually all envisioned use cases. Tableau includes a wide variety of optimized data connectors, making Tableau the ideal choice for environments where multiple data sources are required in order bring clarity on a given business problem. As the world produces and becomes increasingly reliant upon more data, more diverse users are also depending on data to do their jobs. Now more than ever, people need access to data to do their jobs better, but not everyone has the same relationship with data. Tableau empowers everyone - from the individual analyst to all users in large agencies. As the market-leading choice for modern business intelligence, according to [Gartner](#), Tableau is known for taking any kind of data from almost any system and turning it into actionable insights with speed and ease.

Designed on the principles of ease of use for all knowledge workers, Tableau is intuitive, easy to use, accessible, and flexible. Tableau's products are built on breakthrough technologies that allow users to quickly create visually compelling ways to see and understand their data. The platform's built-in array of graphical charts and tables allows enterprises to quickly build, deploy, and schedule a variety of reports and dashboards. Hierarchical and drill down capabilities support analysis for virtually any use case.

Tableau includes a wide variety of optimized data connectors. The platform supports and works in conjunction with standard security mechanisms, assuring only those with appropriate role-based access can interact with specific projects, dashboards, and reports. Tableau even supports [row-level security](#), providing even more security by ensuring users only see the rows of data they have access to see.

While Tableau is a visual analytics platform, it is not just about data visualization. It is a language that enables data analysts to combine data; spot anomalies; test hypotheses; augment data with calculations, groupings, what-if conditions; and much more, all without requiring programming assistance.

To fully realize the benefits of a data analytics implementation, agencies must adopt a data-driven culture where data is at the center of all mission-oriented decisions. Such a transformation is only possible when the veracity and integrity of data are ensured, the solution is easily scaled, and decisions can be made in the workflow.

Since its foundation, Tableau has continuously invested in research and development at an unrivaled pace, developing solutions to help anyone working with data get to answers faster and uncover unanticipated insights. This includes making machine learning, statistics, natural language, and smart data prep more useful to enhance human creativity in analysis. In addition to a complete, integrated analytics platform, Tableau offers proven enablement resources to help an organization deploy and scale a data-driven culture that drives resilience and value through powerful outcomes.

Within your data are huge opportunities for advancement, but to turn opportunities into reality, people need the power of data at their fingertips. They need to be able to ask their own questions about the data in a true self-service model without requiring lots of training or support. Tableau is software to deliver exactly that. Our products are transforming the way people use data to solve problems. We make analyzing data fast and easy, beautiful, and useful.

As the leading visual analysis software company, Tableau has been built on the principles of ease of use for all knowledge workers. Our products are built on breakthrough technologies that allow users to quickly create visually compelling ways to see and understand one's data. That is still our mission and it has never been more important.

# Solution Overview

Tableau is powerful and intuitive, encouraging curiosity and creativity with unlimited data exploration. Organizations can lower the barrier to entry to engage and interact, by building visualizations with drag and drop, employing AI-driven statistical modeling with a few clicks, and asking questions using natural language. This empowers users to move from insight to action from anywhere they are working.

The Tableau platform gives organizations everything they need to empower users securely with trusted data –deployment flexibility and choice, extensive data access, powerful data prep capabilities, content and data governance, powerful analytics, collaborative tools to bring data to the center of every conversation, and the flexibility to interact with data via user preference – desktop, browser, mobile device, or embedded into other applications.



## Tableau's Key Features

- Simple but sophisticated – designed for business users who do not need to be programmers while still producing sophisticated analysis
- Simple and flexible licensing structure
- Built-in visual best practices that guide users on the best way to visually represent data
- Delivers insights immediately – without requiring a tedious metadata modeling exercise
- Low cost of ownership through fast deployments with high user adoption rates
- Global support community

**Elegant simplicity in functionality and pricing.** It is as simple as dragging and dropping. Tableau's industry-leading enablement resources, training, and global data community offer unparalleled support for customers and their analytics investments. Tableau goes beyond technology to ensure customer success by helping people build a data culture.

Tableau's 'elegantly simple' philosophy applies to licensing models as well. Subscription offerings align around how enterprises want to interact with data to meet the unique needs of all users. Unlike other platforms, Tableau provides 'full package' functionality. Tableau licensing does not require any other add-on modules, special data connectors, document exporters, mapping add-ons, user upgrades, etc. – all of Tableau's capability is delivered in our Creator, Explorer, and Viewer licenses.

**Visual Best Practices.** Data analysis should be about asking questions, not learning software. That is why Tableau is designed to put the user first. With built-in visual best practices, Tableau enables limitless visual data exploration without interrupting the flow of analysis.

Tableau's Research and Development team is dedicated to analytics and human interactions. Their only priority is to design, develop, and integrate design elements that evolve to meet technology capabilities and user needs. These subject matter experts constantly innovate to enable users to build visualizations that comply with visual best practices.



Every release seeks to simplify and enhance the analytics experience. From empowering new analytical creativity with parameter actions, to unlocking the power of spatial data through a richer, more advanced mapping experience, Tableau is constantly working to take interactivity to the next level for our customers.

**Deliver Insights Immediately.** Tableau meets the needs of all users, regardless of their skill set. Our augmented analytics innovations help anyone—from data scientists to business users—uncover insights faster, with accessible AI and machine learning, integration, statistics, natural language, and smart data preparation.

**Low Cost of Ownership through fast deployment.** With the volumes and varieties of data collected today, every agency is now a data enterprise. But not every analytics platform is the same. To drive change with data, agencies need a solution that helps users get deep insights without compromising governance or speed. Tableau is easy to learn and fast to drive impact, enabling iterative exploration through intuitive interfaces—from drag-and-drop to natural language interactions. Users can become proficient with Tableau and realize results in a matter of hours, with no programming or special skills needed.

**The Tableau Community.** Tableau is more than just a technology platform; it is a community. The Tableau Community is a collective of Tableau users and employees globally who are passionate about data visualization, analytics, and storytelling who want to teach, learn, and explore with each other the world of data. At its very heart, it is about helping others be better. Tableau's products support the full cycle of self-service analytics from prep to analysis and sharing, with governance and data management built in every step of the way. Everything is integrated into the Tableau platform.

### **Tableau's Breakthrough Technology**

The five core design principles of Tableau's visual analysis products are: Easy User Interfaces, Easy Data Exploration, Expressiveness, Visualization Best Practices, and Database Independence. Tableau's VizQLTM embodies in or enables each of these principles.

**VizQLTM** - The secret sauce that makes visual analysis real. The first breakthrough was VizQL, a technology that allows users to visualize data of any size simply by dragging and dropping. The innovation is a patented software language that translates drags and drops into an optimized database query and then displays the database's response graphically.

**Natively visual and therefore faster.** A traditional analysis tool forces users to analyze data in rows and columns, choose a subset of data to present, organize that data into a table, then create a chart from that table. VizQL skips those steps and creates a visual representation of data right away, giving visual feedback during analysis. As a result, users get a much deeper understanding of their data and can work up to 100 times faster, much faster than conventional methods.

**A new language for data means you can say more.** This fundamentally new architecture does for data interactions in visual form what SQL did for data interactions in text form. VizQL statements describe an infinite class of sophisticated multi-dimensional visualizations. With VizQL, Tableau can create a shockingly broad range of visualizations, from bar and line charts to maps and sophisticated linked views. This flexibility allows users to understand data in an entirely new way and discover insights that would be lost if they had to shoehorn their data into rigid charting templates.

**Supports natural patterns of thought.** Thinking is naturally a pattern of questioning and answering, incrementally making progress, and taking new information into account. VizQL allows users to explore data visually and find the best representation of it. They learn as they go, add more data if needed, and ultimately gain deeper insights. This is the cycle of visual analysis. When a user has completed this cycle, they can communicate a much better story about their data. It does not exist anywhere else in the world. VizQL brings fast analytics and visualization into reality. People with little or no training can see and understand data faster than ever and in ways like never before.

**Designed for massive data.** The next breakthrough was Hyper, Tableau's data engine, which gives users the ability to perform ad-hoc analysis on billions of rows of data in seconds. A core Tableau platform technology, Hyper is a high-performance in-memory data engine technology that helps users analyze large or complex data sets faster. This is accomplished by efficiently evaluating analytical queries directly in the transactional database. Hyper uses proprietary dynamic code generation and cutting-edge parallelism techniques to achieve faster performance for extract creation and query execution. Tableau's mission with Hyper is to bring users closer to their data by delivering both fast write speed and analytical workload performance. In short, Hyper delivers fresh data faster – so users can analyze a larger, more complete view of their data.

Tableau's transformational characteristics include:

- **Access trusted and governed data.** Tableau provides efficiencies of scale to streamline governance, security, compliance, maintenance, and support with solutions for the entire lifecycle. Agencies can manage their data with confidence and without compromise.
- **Scale across the enterprise.** Agencies need a solution everyone can use and that can work with all the organization's data. From deployment to decisions, the Tableau platform powers enterprise analytics. For more information, please visit <https://www.tableau.com/tableau-for-it>.
- **Enterprise analytics without compromise.** Tableau fits your organization's enterprise architecture—we will never dictate the deployment cloud, or the data sources used. Tableau offers the most choice and flexibility to continue to grow with an organization as its technology and data strategy evolves.
- **Bring the future into today's decisions.** Tableau offers easy to use, built-in features to all self-service analytics users with augmented Artificial Intelligence/Machine Learning (AI/ML) features and data science platform extensions. With AI built into the platform, everyone can easily understand how predictions and insights are surfaced and why they are relevant—helping users and agencies make smarter decisions right in the flow of analysis. For additional details refer to: <https://www.tableau.com/solutions/ai-analytics>.
- **Helps agencies drive change with data.** The Tableau community is using Tableau to build a data culture and to change lives while eliminating the legacy requirements of extensive time and money for report/dashboard development. This is accomplished through Tableau Blueprint, the most comprehensive methodology for becoming a data-driven organization.
- **Learn from proven expertise and guidance.** Our proven expertise and guidance help agencies throughout their data-driven journey. Agencies lean on Tableau to help them build a data culture with proven best practices, cultivating an internal data community and engaging with the global Tableau Community of data enthusiasts to grow data skills.
- **Deployment Options.** Tableau provides more choice and flexibility than any other analytics platform, allowing an enterprise to leverage its technology investments both at initial implementation and as the data environment shifts and grows. Tableau offers a choice of deployments – on premise, in the public cloud like AWS, GCP, AZURE, or a fully hosted environment with Tableau Cloud – on Windows, Linux, or Mac. Organizations can give their users the option to interact with Tableau securely via the browser, mobile device, or embedded analytics in other applications. We also offer flexibility in connecting to data – either files, databases, big data, cloud-based data, or other application data, with no need to move the data. Data can be queried by extract, depending on its nature, usage, and how an organization plans to optimize the performance of its environment. Tableau's cloud solutions leverage existing investments—on-premises or in the cloud—to future-proof technology decisions. For more information, please visit <https://www.tableau.com/solutions/cloud-migration>.



# Salesforce Company Overview

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Salesforce is a global leader in customer relationship management software, delivering our cloud-based software through the internet as a service, bringing the public sector and customers together in the digital age. Founded in 1999, Salesforce enables organizations of every size to take advantage of powerful technologies—cloud, mobile, social, voice, and artificial intelligence—to connect to their customers in a whole new way.

The Salesforce Customer 360 for Public Sector is an integrated platform for public services that brings mission-critical capabilities to life - enabling relationship management, case management, team collaboration, integration, analytics and business intelligence, engagement and outreach and modern application development both within Salesforce and for third parties. It gives decision-makers and teams a single, shared view of their customers so they can work together to build lasting, trusted relationships and deliver the personalized experiences their customers expect.

Salesforce is at the forefront of CRM innovation, consistently leading the industry. With nearly a decade of experience, we have been at the cutting edge of integrating Artificial Intelligence into CRM through our proprietary Salesforce Einstein technology. For government and public sector organizations, the application of AI presents a transformative opportunity to enhance operational efficiency and elevate the quality of service provided to the citizens. The Salesforce Einstein 1 Platform seamlessly incorporates AI across our comprehensive application suite, fostering unparalleled customer engagement, boosting staff productivity, and solidifying trust—all within the powerful synergy of CRM + AI + Data + Trust.

According to an [IDC study](#), Salesforce and its partner ecosystem, fueled by the new wave of generative AI, will create a net gain between 2022 and 2028 of more than \$2 trillion in business revenues and 11.6 million jobs. The study also identified the factors driving adoption of AI – led by improving productivity – and the biggest barriers to adoption, including the talent gap, data governance and risk management, cost, and trustworthiness and bias.

With thousands of customers and an ecosystem that includes over 2.5 million developers as well as hundreds of certified partners, Salesforce demonstrates how trusted, agile cloud applications help public sector organizations build trust and deliver better digital services.

## Salesforce Core Values

Our core values guide everything we do as a company and as people. We strive to bring out the best in one another, deliver success to our customers, and inspire the entire industry through our actions.

- **Trust** - Trust is our #1 value. Nothing is more important to our company than the privacy of our customers' data. Hence, we are committed to trusted long term stakeholder relationships, reliable infrastructure, and data privacy. We are working on rolling out Hyperforce globally which enables Salesforce clients to adhere to data residency and privacy issues as GDPR, CCPA, CDPA & CPA.
- **Customer Success** - We put our customers first, acting as trusted digital advisors and creating the right solutions along their digital transformation journeys. At Salesforce we estimate that we will be successful if we can make our customers successful. Our customers are often the driving force behind our innovation, as Salesforce gives every customer the opportunity to participate in the long-term feature set of Salesforce by posting product enhancement ideas.
- **Innovation** - We apply a beginner's mind, creativity, and continuous learning to disrupt and transform all that we do. We offer three releases a year, so our customers always have access to the latest technologies, allowing them to innovate, build, and stay ahead of their industries. Providing continual technology releases and new initiatives gives our customers a competitive advantage.
- **Equality** - Salesforce strives for a more equal, inclusive, sustainable, and better world. We believe that equality and diversity make us a better company. We believe everyone should be seen, heard, valued, and empowered to succeed. Hearing diverse perspectives fuels innovation, deepens connections between people, and makes us a better company. This is especially valuable for governments, to adhere to the mission of being relevant to everyone while serving the entire community.
- **Sustainability** - We are committed to bringing the full power of Salesforce to accelerate the world's journey to net zero. Sustainability is also an important area of focus for Salesforce as we believe that the business should be the biggest platform for change.

## GOVERNMENT - PRICE QUOTATION

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**TERMS:** FTIN: 52-2189693  
 Shipping Point: FOB Destination  
 Remit To: Same as Above  
 Payment Terms: Net 30 (On Approved Credit)  
 Cage Code: 1P3C5  
 DUNS No: 088365767  
 UEI: DT8KJHZXVJH5  
 Credit Cards: VISA/MasterCard/AMEX  
 Sales Tax May Apply

**QUOTE NO:** 39974689  
**QUOTE DATE:** 07/15/2024  
**QUOTE EXPIRES:** 07/31/2024  
**RFQ NO:**  
**SHIPPING:** GROUND  
**TOTAL PRICE:** \$987,191.15  
**TOTAL QUOTE:** \$987,191.15

LINE NO.	PART NO.	DESCRIPTION	PRICING	QUOTE PRICE	QTY	EXTENDED PRICE
<b>BASE RENEWAL</b>						
1	200001773-2a	Tableau - Creator (Server) Salesforce.com, Inc. - 200001773 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$848.80 GSA: \$882.00	\$842.43	OM 71	\$59,812.53
2	200002287-2	Tableau - Data Mgmt - Core (Server) 25% of Net Price Salesforce.com, Inc. - 200002287 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$67,132.43 GSA: \$0.25	\$66,628.94	OM 1	\$66,628.94
3	200001785-2a	Tableau - Data Mgmt - Resource Core (Server) Salesforce.com, Inc. - 200001785 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$2,894.67 GSA: \$3,927.84	\$2,872.96	OM 4	\$11,491.84
5	200003620-2	Tableau - Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200003620 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$114,669.36 GSA: \$0.30	\$114,669.36	OM 1	\$114,669.36
6	200002029-2a	Tableau - 8 Core Addtl (Server) Salesforce.com, Inc. - 200002029 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$176,853.33 GSA: \$188,160.00	\$175,526.93	OM 1	\$175,526.93
7	200001800-2a	Tableau - Embedded Analytics - 8 Core Base (Server) Salesforce.com, Inc. - 200001800 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$132,713.33 GSA: \$141,120.00	\$131,717.98	OM 1	\$131,717.98
8	200002031-2a	Tableau - Embedded Analytics - 8 Core Addtl (Server) Salesforce.com, Inc. - 200002031 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$132,713.33 GSA: \$141,120.00	\$131,717.98	OM 1	\$131,717.98

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LINE NO.	PART NO.	DESCRIPTION	PRICING	QUOTE PRICE	QTY	EXTENDED PRICE
9	200003620-2	Tableau - Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200003620 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$71,665.20 GSA: \$0.30	\$71,665.20	OM 1	\$71,665.20
10	200001798-2a	Tableau - 8 Core Base (Server) Salesforce.com, Inc. - 200001798 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$176,853.33 GSA: \$188,160.00	\$175,526.93	OM 1	\$175,526.93
11	200001553-2a	Tableau - Training - eLearning (Creator) (12 Month Access) Salesforce.com, Inc. - 200001553	LIST: \$120.00 GSA: \$117.60	\$119.10	OM 71	\$8,456.10
BASE RENEWAL SUBTOTAL:						\$947,213.79
4	200002292-2a	Tableau - Advanced Mgmt - Core (Server) 15% of Net Price Salesforce.com, Inc. - 200002292 Start Date: 07/31/2024 End Date: 07/30/2025	LIST: \$40,279.46 GSA: \$0.15	\$39,977.36	OM 1	\$39,977.36
SUBTOTAL:						\$987,191.15

## SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	PRICING	QUOTE PRICE	QTY	EXTENDED PRICE
OPTION YEAR 2						
12	200001773-2a	Tableau - Creator (Server) Salesforce.com, Inc. - 200001773 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$891.20 GSA: \$882.00	\$884.52	OM 71	\$62,800.92
13	200002287-2	Tableau - Data Mgmt - Core (Server) 25% of Net Price Salesforce.com, Inc. - 200002287 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$70,488.93 GSA: \$0.25	\$69,960.26	OM 1	\$69,960.26
14	200001785-2a	Tableau - Data Mgmt - Resource Core (Server) Salesforce.com, Inc. - 200001785 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$3,039.33 GSA: \$3,927.84	\$3,016.54	OM 4	\$12,066.16
15	200002292-2a	Tableau - Advanced Mgmt - Core (Server) 15% of Net Price Salesforce.com, Inc. - 200002292 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$42,293.33 GSA: \$0.15	\$41,976.13	OM 1	\$41,976.13
16	200003620-2	Tableau - Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200003620 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$120,402.72 GSA: \$0.30	\$120,402.72	OM 1	\$120,402.72
17	200002029-2a	Tableau - 8 Core Addtl (Server) Salesforce.com, Inc. - 200002029 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$185,696.00 GSA: \$188,160.00	\$184,303.28	OM 1	\$184,303.28
18	200001800-2a	Tableau - Embedded Analytics - 8 Core Base (Server) Salesforce.com, Inc. - 200001800 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$139,348.93 GSA: \$141,120.00	\$138,303.81	OM 1	\$138,303.81

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PAGE 2 of 4

QUOTE DATE: 07/15/2024

QUOTE NO: 39974689

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### SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	PRICING	QUOTE PRICE	QTY	EXTENDED PRICE
19	200002031-2a	Tableau - Embedded Analytics - 8 Core Addtl (Server) Salesforce.com, Inc. - 200002031 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$139,348.93 GSA: \$141,120.00	\$138,303.81	OM 1	\$138,303.81
20	200003620-2	Tableau - Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200003620 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$75,248.40 GSA: \$0.30	\$75,248.40	OM 1	\$75,248.40
21	200001798-2a	Tableau - 8 Core Base (Server) Salesforce.com, Inc. - 200001798 Start Date: 07/31/2025 End Date: 07/30/2026	LIST: \$185,696.00 GSA: \$188,160.00	\$184,303.28	OM 1	\$184,303.28
OPTION YEAR 2 SUBTOTAL:						\$1,027,668.77
OPTION YEAR 3						
22	200001773-2a	Tableau - Creator (Server) Salesforce.com, Inc. - 200001773 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$935.73 GSA: \$882.00	\$928.71	OM 71	\$65,938.41
23	200002287-2	Tableau - Data Mgmt - Core (Server) 25% of Net Price Salesforce.com, Inc. - 200002287 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$74,013.33 GSA: \$0.25	\$73,458.23	OM 1	\$73,458.23
24	200001785-2a	Tableau - Data Mgmt - Resource Core (Server) Salesforce.com, Inc. - 200001785 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$3,191.20 GSA: \$3,927.84	\$3,167.27	OM 4	\$12,669.08
25	200002292-2a	Tableau - Advanced Mgmt - Core (Server) 15% of Net Price Salesforce.com, Inc. - 200002292 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$44,408.00 GSA: \$0.15	\$44,074.94	OM 1	\$44,074.94
26	200003620-2	Tableau - Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200003620 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$126,422.76 GSA: \$0.30	\$126,422.76	OM 1	\$126,422.76
27	200002029-2a	Tableau - 8 Core Addtl (Server) Salesforce.com, Inc. - 200002029 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$194,980.80 GSA: \$188,160.00	\$193,518.44	OM 1	\$193,518.44
28	200001800-2a	Tableau - Embedded Analytics - 8 Core Base (Server) Salesforce.com, Inc. - 200001800 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$146,316.27 GSA: \$141,120.00	\$145,218.90	OM 1	\$145,218.90
29	200002031-2a	Tableau - Embedded Analytics - 8 Core Addtl (Server) Salesforce.com, Inc. - 200002031 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$146,316.27 GSA: \$141,120.00	\$145,218.90	OM 1	\$145,218.90

# GOVERNMENT - PRICE QUOTATION

## CARAHSOFT TECHNOLOGY CORP



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### SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	PRICING	QUOTE PRICE	QTY	EXTENDED PRICE
30	200003620-2	Tableau - Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200003620 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$79,010.76 GSA: \$0.30	\$79,010.76	OM 1	\$79,010.76
31	200001798-2a	Tableau - 8 Core Base (Server) Salesforce.com, Inc. - 200001798 Start Date: 07/31/2026 End Date: 07/30/2027	LIST: \$194,980.80 GSA: \$188,160.00	\$193,518.44	OM 1	\$193,518.44
OPTION YEAR 3 SUBTOTAL:						\$1,079,048.86
SUGGESTED SUBTOTAL:						\$2,106,717.63
TOTAL PRICE:						\$987,191.15
TOTAL QUOTE:						\$987,191.15

Current Maintenance Expiration: July 30, 2024.

Licenses for Embedded Analytics Server Software may be used solely in conjunction with Customer's external-facing application named DHHR Dashboards

Tableau Services

Tableau Software and/or Tableau Services are subject to the Order Form Supplement for Tableau Products available at [www.tableau.com/ofs](http://www.tableau.com/ofs) which is hereby made part of this Order Form.

Unless otherwise provided in the applicable Agreement, any increase in subscription pricing for the first two renewal term will not exceed 5% over the then-current subscription pricing, provided that (a) Customer renews its entire then-current subscription volume under the applicable Order Form combined with any associated add-on Order Forms, and (b) each renewal term is the same duration as the Order Term of this Order Form or one year (whichever is longer). Thereafter, or upon the first such renewal that does not meet the aforementioned criteria for Customer to benefit from the above price cap, any increase in subscription and support pricing will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties. Notwithstanding the foregoing, any consumption-based Services which are subject to a rate card as set forth in the product terms for the applicable Services and any support or resource-based Services are not subject to any price increase limitations.

Customer must reference Quote number and Contract # on Purchase Order.

Should Customer purchase via Reseller all terms of Carahsoft Quote must be incorporated in Reseller quote and Customer Purchase Order to Reseller.

Any increase in subscription pricing (excluding support and resource-based Services) for the first renewal term will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties or noted in these quote terms or contract

Licensee agrees that any order for Salesforce Services will be governed by the terms and conditions of the Carahsoft Salesforce Service Terms, copies of which are found at <https://carah.io/SFDC-TOU> and all Schedules and Documentation referenced by the Terms are made a part hereof. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Quotes) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Quotes (and their Contract Vehicle), (2) the TOU, and (3) the Documentation. Licensee acknowledges it has had the opportunity to review the Terms, prior to executing an order.

Product Terms Directory: <http://carah.io/Product-Terms-Directory>

Help & Training: <http://carah.io/Help>

Government Cloud Plus: <http://www.carahsoft.com/government-cloud-terms>

A list of currently available FedRAMP/IL4 Authorized Salesforce products can be found here: [https://help.salesforce.com/articleView?id=000270080&language=en\\_US&type=1](https://help.salesforce.com/articleView?id=000270080&language=en_US&type=1)