



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: 1724517

Procurement Type: Central Master Agreement

Vendor ID: 000000195808

Legal Name: CARAHSOFT TECHNOLOGY CORP

Alias/DBA:

Total Bid: \$499,289.36

Response Date: 06/20/2025

Response Time: 17:24

Responded By User ID: carahsoft

First Name: Caitlyn

Last Name: Lewis

Email: sales@carahsoft.com

Phone: 17038718500

SO Doc Code: CRFQ

SO Dept: 0506

SO Doc ID: MIS2500000003

Published Date: 6/19/25

Close Date: 7/9/25

Close Time: 13:30

Status: Closed

Solicitation Description: TABLEAU VISUAL DATA ANALYTICS SOFTWARE OR EQUAL

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: 1724517
Solicitation Description: TABLEAU VISUAL DATA ANALYTICS SOFTWARE OR EQUAL
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2025-07-09 13:30	SR 0506 ESR06202500000007691	1

VENDOR
000000195808
CARAHSOFT TECHNOLOGY CORP

Solicitation Number: CRFQ 0506 MIS2500000003
Total Bid: 499289.3599999999860301613807 **Response Date:** 2025-06-20 **Response Time:** 17:24:27
Comments: Base Year + 3 Option Years with no more than 9% uplift YoY:
71 - Creator (Server)
71 - Creator eLearning
1 - 8 Core Server
1 - Embedded Analytics Core

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	Visual Data Analytics - Tableau or equal - Software				499289.36

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments:

Extended Description:

Vendor must provide their overall total bid in OASIS, which must include renewal year pricing, and must also complete the Exhibit A pricing page, in its entirety, and attach it with their bid, or bid may be disqualified.

GOVERNMENT - PRICE QUOTATION

CARAHSOFT TECHNOLOGY CORP



11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (888) 66CARAH
WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM



SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
		OPTIONAL YEAR 3 SUBTOTAL:				\$499,289.36
		SUGGESTED OPTIONS SUBTOTAL:				\$1,497,868.08
		TOTAL PRICE:				\$499,289.36
		TOTAL QUOTE:				\$499,289.36

Current Maintenance Expiration: August 12, 2025

Option Years 1-3 are listed at current pricing rates from 2025.

Unless otherwise provided in the applicable Agreement, any increase in subscription pricing for the first renewal term will not exceed 5% over the then-current subscription pricing, provided that (a) Customer renews its entire then-current subscription volume under this Order Form combined with any associated add-on Order Forms, and (b) the first renewal term is the same duration as the Order Term of this Order Form or one year (whichever is longer). Thereafter, 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.

Tableau - eLearning Products

Tableau eLearning subscriptions cannot be renewed, by auto-renewal or otherwise.

Tableau Services

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

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

For renewals: Any requested changes to this quote must be communicated 30 days before renewal start date to ensure timely processing and avoid delays in your renewal. Requests after this deadline may not be accommodated

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 SFDC Terms of Use, 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

GOVERNMENT - PRICE QUOTATION

CARAHSOFT TECHNOLOGY CORP



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LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
SUBTOTAL:						\$499,289.36

SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
OPTIONAL YEAR 1						
6	200001798-1195-1	Tableau - 8 Core Base (Server) Default On-Premises - West Virginia Department of Health and Human Salesforce.com, Inc. - 200001798 Start Date: 08/13/2026 End Date: 08/12/2027	\$192,000.00	\$182,400.00	COOP 1	\$182,400.00
7	200001800-1195-1	Tableau - Embedded Analytics - 8 Core Base (Server) On Premises - *West Virginia Department of Health and Human Salesforce.com, Inc. - 200001800 Start Date: 08/13/2026 End Date: 08/12/2027	\$144,000.00	\$136,800.00	COOP 1	\$136,800.00
8	200001773-1195-1	Tableau - Creator (Server) Default On-Premises - West Virginia Department of Health and Human Resources 01 / 1 Creator on On Premises - *West Virginia Department of Health and Human Resources 01 Salesforce.com, Inc. - 200001773 Start Date: 08/13/2026 End Date: 08/12/2027	\$900.00	\$855.00	COOP 71	\$60,705.00
9	200001553-1195-1	Tableau - Training - eLearning (Creator) (12 Month Access) *West Virginia Department of Health and Human Resources 05 Salesforce.com, Inc. - 200001553 Start Date: 08/13/2026 End Date: 08/12/2027	\$120.00	\$115.20	COOP 71	\$8,179.20
10	200003620-1195	Tableau - Premier Success Plan 30% of Net Price Default On-Premises - West Virginia Department of Health and Human Salesforce.com, Inc. - 200003620 Start Date: 08/13/2026 End Date: 08/12/2027	\$0.30	\$111,205.16	COOP 1	\$111,205.16
OPTIONAL YEAR 1 SUBTOTAL:						\$499,289.36

OPTIONAL YEAR 2

11	200001798-1195-1	Tableau - 8 Core Base (Server) Default On-Premises - West Virginia Department of Health and Human Salesforce.com, Inc. - 200001798 Start Date: 08/13/2027 End Date: 08/12/2028	\$192,000.00	\$182,400.00	COOP 1	\$182,400.00
12	200001800-1195-1	Tableau - Embedded Analytics - 8 Core Base (Server) On Premises - *West Virginia Department of Health and Human Salesforce.com, Inc. - 200001800 Start Date: 08/13/2027 End Date: 08/12/2028	\$144,000.00	\$136,800.00	COOP 1	\$136,800.00

CONFIDENTIAL

PAGE 2 of 4

QUOTE DATE: 06/20/2025

QUOTE NO: 49382697

Initial Year Please make sure to completely fill all 4 sheets (Initial Year and Renewals 1-3) for your bid to be considered. Failure to complete all sheets will result in disqualification of submitted bid

INSTRUCTIONS: DO NOT CHANGE Pre-Populated Data as this may result in disqualification of your bid.

For your convenience, the TOTAL COST fields calculate your costs using a formula. You should validate the result before submitting your bid. If you get a different result than the pricing sheet, you may delete the formula and enter your own value in those fields.

SECTION 1

3.1 Visual Data Analytics Software, Tableau or Equal

		Alternate Part Manufacturer and Model if bidding "Or Equal" products	PER UNIT COST	UNIT	TOTAL COST
3.2.1.1	Tableau 8 Core Base (Server) MFG Part #2000017987 or equal	200001798-1195-1	\$182,400.00	1	\$182,400.00
3.2.1.2	Embedded Analytics 8 Core Base (Server) MFG Part #200001800 or equal	200001800-1195-1	\$136,800.00	1	\$136,800.00
3.2.1.3	Tableau Creator MFG # 200001773 or equal	200001773-1195-1	\$855.00	71	\$60,705.00
3.2.1.4	Tableau e-Learning Creator MFG # 200001553 or equal	200001553-1195-1	\$115.20	71	\$8,179.20
3.2.1.1.1	Must provide pricing for additional 8 cores of Tableau Server (200002029) with Premier Support (200003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	200002029-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$192,000.00	1	\$192,000.00
3.2.1.2.1	Must provide pricing additional 8 cores of Embedded Analytics (200002031) with Premier Support (Part #200003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	200001800-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$144,000.00	1	\$144,000.00
3.2.1.3.1	Must provide the option to add additional single user Tableau Creator licenses with Premier Support (Part #200003620) or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	200003620-1195 **Calculated as 30% of NET of deployment add-on. *** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$116,425.27	1	\$116,425.27
3.2.1.4.1	Must provide the option to add additional single user e-learning Tableau Creator licenses or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	200001553-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$115.20	1	\$115.20
3.4.4	Must provide Premier Success Support (200003620) or equal. Must be able to provide Premier Success Support for the applicable products/licenses based on the needs of the contracting agency.	200003620-1195	\$111,205.15	1	\$111,205.15

Quote Total: \$499,289.36

\$951,829.82

TOTAL \$499,289.35

Renewal Year 1 Please make sure to completely fill all 4 sheets (Initial Year and Renewals 1-3) for your bid to be considered. Failure to complete all sheets will result in disqualification of submitted bid

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SECTION 1

3.1 Visual Data Analytics Software, Tableau or Equal

		Alternate Part Manufacturer and Model if bidding "Or Equal" products	PER UNIT COST	UNIT	TOTAL COST
3.2.1.1	Tableau 8 Core Base (Server) MFG Part #2000017987 or equal	200001798-1195-1	\$182,400.00	1	\$182,400.00
3.2.1.2	Embedded Analytics 8 Core Base (Server) MFG Part #200001800 or equal	200001800-1195-1	\$136,800.00	1	\$136,800.00
3.2.1.3	Tableau Creator MFG # 200001773 or equal	200001773-1195-1	\$855.00	71	\$60,705.00
3.2.1.4	Tableau e-Learning Creator MFG # 200001553 or equal	200001553-1195-1	\$115.20	71	\$8,179.20
3.2.1.1.1	Must provide pricing for additional 8 cores of Tableau Server (200002029) with Premier Support (200003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	200002029-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$192,000.00	1	\$192,000.00
3.2.1.2.1	Must provide pricing additional 8 cores of Embedded Analytics (200002031) with Premier Support (Part #200003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	200001800-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$144,000.00	1	\$144,000.00
3.2.1.3.1	Must provide the option to add additional single user Tableau Creator licenses with Premier Support (Part #200003620) or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	200003620-1195 **Calculated as 30% of NET of deployment add-on. *** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$116,425.27	1	\$116,425.27
3.2.1.4.1	Must provide the option to add additional single user e-learning Tableau Creator licenses or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	200001553-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$115.20	1	\$115.20
3.4.4	Must provide Premier Success Support (200003620) or equal. Must be able to provide Premier Success Support for the applicable products/licenses based on the needs of the contracting agency.	200003620-1195	\$111,205.15	1	\$111,205.15

Quote Total: \$499,289.36

\$951,829.82 TOTAL \$499,289.35

Renewal Year 2 Please make sure to completely fill all 4 sheets (Initial Year and Renewals 1-3) for your bid to be considered. Failure to complete all sheets will result in disqualification of submitted bid

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SECTION 1

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		Alternate Part Manufacturer and Model if bidding "Or Equal" products	PER UNIT COST	UNIT	TOTAL COST
3.2.1.1	Tableau 8 Core Base (Server) MFG Part #2000017987 or equal	200001798-1195-1	\$182,400.00	1	\$182,400.00
3.2.1.2	Embedded Analytics 8 Core Base (Server) MFG Part #200001800or equal	200001800-1195-1	\$136,800.00	1	\$136,800.00
3.2.1.3	Tableau Creator MFG # 200001773 or equal	200001773-1195-1	\$855.00	71	\$60,705.00
3.2.1.4	Tableau e-Learning Creator MFG # 200001553 or equal	200001553-1195-1	\$115.20	71	\$8,179.20
3.2.1.1.1	Must provide pricing for additional 8 cores of Tableau Server (200002029) with Premier Support (200003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	200002029-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$192,000.00	1	\$192,000.00
3.2.1.2.1	Must provide pricing additional 8 cores of Embedded Analytics (200002031) with Premier Support (Part #200003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	200001800-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$144,000.00	1	\$144,000.00
3.2.1.3.1	Must provide the option to add additional single user Tableau Creator licenses with Premier Support (Part #200003620) or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	200003620-1195 **Calculated as 30% of NET of deployment add-on. ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$116,425.27	1	\$116,425.27
3.2.1.4.1	Must provide the option to add additional single user e-learning Tableau Creator licenses or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	200001553-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**	\$115.20	1	\$115.20
3.4.4	Must provide Premier Success Support (200003620) or equal. Must be able to provide Premier Succes Support for the applicable products/licenses based on the needs of the contracting agency.	200003620-1195	\$111,205.15	1	\$111,205.15

Quote Total: \$499,289.36

\$951,829.82

TOTAL \$499,289.35

Renewal Year **3** Please make sure to completely fill all 4 sheets (Initial Year and Renewals 1-3) for your bid to be considered. Failure to complete all sheets will result in disqualification of submitted bid

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SECTION 1

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3.2.1.1	Tableau 8 Core Base (Server) MFG Part #2000017987 or equal	200001798-1195-1	\$182,400.00	1	\$182,400.00
3.2.1.2	Embedded Analytics 8 Core Base (Server) MFG Part #200001800 or equal	200001800-1195-1	\$136,800.00	1	\$136,800.00
3.2.1.3	Tableau Creator MFG # 200001773 or equal	200001773-1195-1	\$855.00	71	\$60,705.00
3.2.1.4	Tableau e-Learning Creator MFG # 200001553 or equal	200001553-1195-1	\$115.20	71	\$8,179.20
3.2.1.1.1	Must provide pricing for additional 8 cores of Tableau Server (2000002029) with Premier Support (2000003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	2000002029-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**		1	\$0.00
3.2.1.2.1	Must provide pricing additional 8 cores of Embedded Analytics (2000002031) with Premier Support (Part #2000003620) or equal. Must be able to provide the following products/licenses based on the needs of the contracting agency.	2000001800-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**		1	\$0.00
3.2.1.3.1	Must provide the option to add additional single user Tableau Creator licenses with Premier Support (Part #2000003620) or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	2000003620-1195 **Calculated as 30% of NET of deployment add-on. ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**		1	\$0.00
3.2.1.4.1	Must provide the option to add additional single user e-learning Tableau Creator licenses or equal if the agency has a need. New License must be co-termed to current licenses so all licenses will be renewed at the same time, in accordance to the awarding year.	2000001553-1195-1 ** EXCLUDED IN TOTAL PRICE ON QUOTE - SINCE THESE ARE ADD-ONS IF NEEDED**		1	\$0.00
3.4.4	Must provide Premier Success Support (2000003620) or equal. Must be able to provide Premier Success Support for the applicable products/licenses based on the needs of the contracting agency.	2000003620-1195	\$111,205.15	1	\$111,205.15

Quote Total: \$499,289.36

\$499,289.35

TOTAL \$499,289.35