



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: 2028979

Procurement Type: Central Master Agreement

Vendor ID: VS0000041625 

Legal Name: CONVERGE TECHNOLOGY SOLUTIONS US LLC

Alias/DBA:

Total Bid: \$1,098,240.00

Response Date: 08/25/2026 

Response Time: 9:11

Responded By User ID: Charlie Arnett 

First Name: Charles

Last Name: Arnett

Email: charlie.arnett@convergetp.i

Phone: 3045497698

SO Doc Code: CRFQ

SO Dept: 0231

SO Doc ID: OOT2700000005

Published Date: 8/18/26

Close Date: 8/25/26

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No 1-Advanced Email Security

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: 2028979
Solicitation Description: Addendum No 1-Advanced Email Security
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2026-08-25 13:30	SR 0231 ESR08252600000001313	1

VENDOR
VS0000041625
CONVERGE TECHNOLOGY SOLUTIONS US LLC

Solicitation Number: CRFQ 0231 OOT2700000005
Total Bid: 1098240
Response Date: 2026-08-25
Response Time: 09:11:26
Comments:

FOR INFORMATION CONTACT THE BUYER
Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

Vendor Signature X	FEIN#	DATE
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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	Core Detection	22000.000	EA	12.480000	274560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Check Point

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes
The usage amount provided is an estimate only. Actual usage may be higher or lower, and the figure is not guaranteed.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Core Detection - Year 2 (Optional Renewal)	22000.000	EA	12.480000	274560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Check Point

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes
The usage amount provided is an estimate only. Actual usage may be higher or lower, and the figure is not guaranteed.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Core Detection - Year 3 (Optional Renewal)	22000.000	EA	12.480000	274560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Check point

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes
The usage amount provided is an estimate only. Actual usage may be higher or lower, and the figure is not guaranteed.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Core Detection - Year 4 (Optional Renewal)	22000.000	EA	12.480000	274560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Check Point

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes
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Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 2028979

Doc Description: Addendum No 1-Advanced Email Security

Reason for Modification:

Addendum No 1 is issued to publish vendor questions with agency responses and to modify the bid opening date.

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-08-18	2026-08-25 13:30	CRFQ 0231 OOT2700000005	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:

Vendor Name : Converge Technology Solutions US, LLC

Address : 130 Technology Parkway, Peachtree Corners GA 30092

Street :

City :

State :

Country :

Zip :

Principal Contact : Charlie Arnett

Vendor Contact Phone: 304-549-7698

Extension:

FOR INFORMATION CONTACT THE BUYER

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

Vendor
Signature X

Signed by:

Greg Berard

CB4DFAE34D9A470

FEIN#

82-278457

DATE

8/20/2026

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

ADDITIONAL INFORMATION

Addendum No 1 is issued for the following reasons:

1) To publish vendor questions with the agency's responses.

2) To modify the bid opening date from 8/19/26 to 8/25/26

---no other changes---

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON US	WV	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Core Detection	22000.00000	EA	12.48	274,560.00

Comm Code	Manufacturer	Specification	Model #
43230000	check point		

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes

The usage amount provided is an estimate only. Actual usage may be higher or lower, and the figure is not guaranteed.

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DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON US	WV	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Core Detection - Year 2 (Optional Renewal)	22000.00000	EA	12.48	274,560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes

The usage amount provided is an estimate only. Actual usage may be higher or lower, and the figure is not guaranteed.

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DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON US	WV	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Core Detection - Year 3 (Optional Renewal)	22000.00000	EA	12.98	274,560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes

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DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON US	WV	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Core Detection - Year 4 (Optional Renewal)	22000.00000	EA	12.98	274,560.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Core Detection per Mailbox estimated 22,000 Mailboxes

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SCHEDULE OF EVENTS

Line	Event	Event Date
1	Questions are due by 3:00 p.m.	2026-08-11

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ OOT27*005

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)

☒ Addendum No. 1	☐ Addendum No. 6
☐ Addendum No. 2	☐ Addendum No. 7
☐ Addendum No. 3	☐ Addendum No. 8
☐ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ 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.

Concrete Tech Sol. Inc.
Company
[Signature]
Authorized Signature
8-25-2026
Date

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

Revised 6/8/2012

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.

(Printed Name and Title) Charlie Arnett, Account Executive

(Address) 165 Barr St., Lexington, KY 40507

(Phone Number) / (Fax Number) 859-554-3270

(email address) charlie.arnett@pellera.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 this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; 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.

Converge Technology Solutions US, LLC

Signed by: Greg Berard
(Company)

(Signature of Authorized Representative) Greg Berard CEO 8/20/2026

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

(Phone Number) (Fax Number)

(Email Address)



Check Point Harmony Email Security and Collaboration

Email Protection for Microsoft 365 Email, Gmail, OneDrive, SharePoint, Teams, Slack, Dropbox, Slack, and Citrix ShareFile (Archiving, Incident Response as a Service, DMARC Management Available)

Features available	Advanced Protect	Complete Protect
Secure all email - incoming, outgoing and internal	✓	✓
Advanced AI-based antiphishing	✓	✓
Anti-spam filtering	✓	✓
Known malware prevention (Antivirus)	✓	✓
Protection from zero-day malware (File Sandboxing)	✓	✓
File sanitization (CDR)	✓	✓
Malicious URL protection (URL Reputation)	✓	✓
Malicious URL protection (URL Reputation)	✓	✓
URL click-time protection (URL Rewriting)	✓	✓
Protection from zero-day malicious URLs (URL Sandboxing)	✓	✓
Account takeover prevention (Anomalies)	✓	✓
Unauthorized applications detections (Shadow IT)	✓	✓
Data loss prevention (DLP)	✗	✓
Encryption	✗	✓

Add-Ons

Phishing SAT

Educate employees on recognizing and avoiding cyber threats to reduce the risk of data breaches and enhance organizational security and compliance.

Archiving

A cloud-based archiving solution for preserving email communications for up to 10 years.

IRaaS

Management and remediation of end-user quarantine release requests and phishing reports by a Check Point analyst.

DMARC

Make sure all legitimate senders are allowed and confidently apply restrictive policy tags in your organization's DMARC DNS record.

SSPM

Configuration best practices for your Microsoft/Google environment and protection against compromised connected applications.

Leaked Credentials

Real-time alerts, one-click remediation, and historical insights to stop account takeovers before they start.





Harmony Email & Collaboration

*Complete Protection for Cloud
Email & Collaboration Suites*



Secure Office 365 and Google Workspace Applications



MAIN CAPABILITIES

- **Anti-Phishing:** Blocks the most sophisticated phishing attacks such as impersonation and Business Email Compromise (BEC) before they reach the inbox
- **Malware Protection:** Thwarts evasive malware and ransomware and provide sanitized files within seconds
- **Prevent Data Loss:** Set custom policies to keep data safe and maintain compliance
- **Prevent Account Takeover:** Blocks suspicious logins using an event analysis algorithm that identifies signs of malicious behaviorkeep data safe and maintain compliance

MAIN BENEFITS

- **Complete Protection:** Secure all lines of communication, from email to collaboration
- **Bulletproof Security:** We catch the most sophisticated and evasive attacks that others miss
- **Efficient, Effective:** A single, effective and cost-efficient solution for email and collaboration suites

Cloud Mailboxes Are Your Weakest Link

Over 90% of attacks against organizations start from a malicious email and 75% of ransomware attacks are email-borne. Since email attacks usually involve the human factor, your Microsoft 365 and Google Workspace environments are your organization's weakest link. Successful phishing and ransomware attacks can cause significant financial damage. Closing this security gap requires protection from various threat vectors: phishing, malware, data theft and account-takeover.

How It Works

Complete email and collaboration security

1. Block sophisticated social engineering attacks such as impersonation, zero-day phishing and Business Email Compromise (BEC) using AI-trained engines

Built-in security is not enough to stop advanced phishing attacks such as BEC that involve meticulous social engineering techniques designed to deceive and manipulate end-users. Harmony Email & Collaboration deploys as the last line of defense before the inbox and secures inbound, outbound, and internal emails from phishing attacks that evade platform-provided security. The solution inspects the communication's metadata, attachments, links and language, as well as all historical communications, to determine prior trust relations between the sender and receiver, increasing the likelihood of identifying user impersonation or fraudulent messages. It also inspects internal communication in real-time in order to prevent lateral attacks and insider threats.

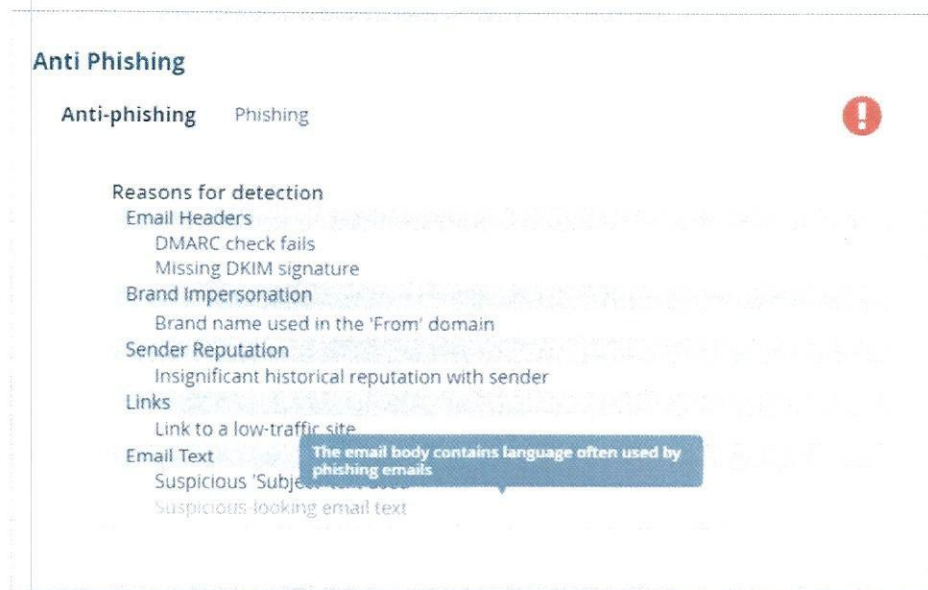


Figure 1: Phishing email drill-down view

2. Block malicious attachments before they reach users' mailboxes, without impacting business productivity

Harmony Email & Collaboration uses Check Point's SandBlast technology, recognized by the NSS Labs as 'most effective in breach prevention'*, and includes:

- Threat emulation: evasion-resistant CPU-level sandbox that blocks first-time seen malware and keeps you protected from the most advanced cyber threats
- Proactive Threat Extraction: cleans files and eliminates potential threats to promptly deliver a safe file version to users in under two seconds
- Threat Extraction maintains uninterrupted business flow, while the sandbox continues in the background. Threat Extraction eliminates unacceptable delays created by traditional threat emulation, while instantly cleaning files of any active content, with the industry's only fully integrated document and image sanitization solution

3. Protect sensitive business data and maintain regulatory compliance with advanced data leak prevention (DLP)

Harmony Email & Collaboration detects sensitive data sharing via email and other collaboration apps and immediately limits data exposure. It enables you to enforce a data leakage policy based on your company's needs, with hundreds of predefined and custom data types. When an employee shares data through their email or other collaboration suite applications, Harmony Email & Collaboration examines the subject, body, and attachments, and in the event of sensitive data sharing such as credit card details, personal or competitive information, the communication is blocked or "unshared" to prevent data leaks.

4. Prevent advanced account takeover attacks by augmenting authentication processes

Harmony Email & Collaboration uses a patent-pending technology to prevent unauthorized users and compromised devices from accessing your cloud email or productivity suite applications, thus mitigating the risk of an account takeover attack. Harmony Email & Collaboration intercepts attackers using machine-learning algorithms, which analyze user behavior and feed off sources like mobile and endpoint on-device detection of OS exploits, malware and network attacks, SaaS native APIs, and Check Point's ThreatCloud. Harmony Email & Collaboration provides additional data into the identity provider's authentication process, so suspicious logins (e.g.: seen in two different locations, bad IP reputation) are immediately denied and blocked.

*NSS Labs report: <https://www.nsslabs.com/tested-technologies/advanced-endpoint-protection/>

Bulletproof Security catches what everyone else misses

1. **Inline API-based protection for inbound, outbound and internal email communication**

API-based integration allows Harmony Email & Collaboration to scan outbound and internal communication in real-time to prevent lateral and insider attacks within the organization and data leakage. In addition, no changes to MX records are required, making it invisible to attackers. By deploying as the last line of defense, Harmony Email & Collaboration trains Artificial Intelligence on the sophisticated and evasive attacks that others miss, leading to a 99.2% reduction in phishing emails reaching the inbox.

2. **Part of Check Point Infinity, a consolidated security architecture, and powered by the world's most powerful threat intelligence**

Harmony Email & Collaboration is a part of a consolidated security architecture that delivers consistent security across networks, clouds, endpoints, mobile devices, and IoT; powered by ThreatCloud, the world's largest threat intelligence database.

3. **The only email security solution tested and proven to have the industry's best malware catch rate (99.91%) by the NSS labs**

Harmony Email and Collaboration leverages SandBlast technology, recognized by NSS Labs as 'most effective in breach prevention,' with a 100% block rate and the highest score in evasion testing—providing multi-layered protection.

Efficient, Effective Security

1. **Deploys in minutes and start seeing results within hours, including retroactive scanning for existing malicious emails**

Harmony Email & Collaboration installs within five minutes, allowing security admins to deploy instantly. Harmony starts catching malicious activity immediately. On deployment day the solution performs a retroactive scan to find existing threats in your organization, ensuring maximal protection from the get-go.

2. **A single license for both email and productivity apps with all security functionality included**

Harmony Email & Collaboration provides all security functionality for both cloud email and collaboration apps in a single license, alleviating purchasing and management overhead and providing organizations with an all-encompassing solution in a one-stop-shop, reducing overall TCO.

3. **Monitor one simple dashboard with actionable insights and reporting**

Harmony Email & Collaboration provides granular visibility into security events, all from one simple dashboard for all security functions. By providing actionable insights and reporting, Harmony reduces management overhead and improves productivity.

File-Sharing Security

1. Harmony Email & Collaboration secures major file-sharing services—Google Drive, ShareFile, OneDrive, Sharepoint, Box, Dropbox—from malware, ransomware, east-west attacks and prevents accidental or malicious data loss

Through dynamic analysis in a scalable, cloud-based virtual environment, all attachments are tested and executed to ensure there is no malicious content. Harmony directly detects malicious behavior and quarantines files before the threat can spread. Custom policy filters allow for per-organization configurations. Each file is scanned and analyzed by Harmony for malicious links which we then block across all of your file-sharing apps. Every link in every file is measured on both a domain level as well as an individual page level, leveraging several major data sources for URL Block Lists..

Collaboration Security

1. Harmony Email & Collaboration adds security layers to collaboration apps like Slack and Microsoft Teams, protecting them from malicious links and messages

Collaboration tools like Slack and Microsoft Teams aren't inherently secured, leaving organizations and data exposed. Harmony controls access to confidential data, quarantines malicious content and informs users of security events. Simultaneously, a detailed dashboard updates administrators on security issues with usage within the apps. Harmony logs the total number of users, files, shares, links, logins, channels and threat detections.

Summary

Email is the first link in a chain of attacks, and with the rise of remote work, the use of cloud mailboxes and collaboration apps increased exponentially. Harmony Email & Collaboration provides organizations with complete, full-suite protection that is constantly adapting and evolving to the ever-changing threat landscape, while providing security admins with an easy-to-deploy and manage platform, making your security offerings easy and efficient.

Worldwide Headquarters

5 Ha'Soleim Street, Tel Aviv 67897, Israel | Tel: 972-3-753-4555 | Fax: 972-3-624-1100 | Email: info@checkpoint.com

U.S. Headquarters

959 Skyway Road, Suite 300, San Carlos, CA 94070 | Tel: 800-429-4391; 650-628-2000 | Fax: 650-654-4233

www.checkpoint.com