



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

# Solicitation

NUMBER
HHR14126

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
ROBERTA WAGNER 304-558-0067

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

HEALTH AND HUMAN RESOURCES  
 MANAGEMENT INFORMATION SERVICE  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED
01/15/2014

BID OPENING DATE: 01/23/2014 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
ADDENDUM IS ISSUED:						
1. TO CHANGE THE BID OPENING DATE TO JANUARY 23, 2014 THE TIME REMAINS AT 1:30PM.						
2. TO PROVIDE RESPONSES TO VENDORS' QUESTIONS REGARDING THE ABOVE SOLICITATION. QUESTION AND ANSWER PAGES ARE ATTACHED.						
3. TO PROVIDE A REVISED PRICING PAGE. SEE ATTACHMENT.						
4. TO PROVIDE ADDENDUM ACKNOWLEDGMENT. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN THE DISQUALIFICATION OF YOUR BID.						
***** END OF ADDENDUM NO. 1 *****						

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

SOLICITATION NUMBER: HHR14126  
Addendum Number: 1

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The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

1. To change the bid opening date to January 23, 2014 at 1:30pm.
2. To provide copy of vendor questions and responses.
3. To provide a revised pricing page, see attachment included.
4. To provide Addendum Acknowledgment form.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

## HHR14126

## Addendum No. 1

Questions & AnswersQuestion 1:

Almost all OEM's quote warranty in 1, 3 and 5 year prepay terms. The rfq requests a series of 1 yr renewals. We can quote a current price for 1 year renewals but we have no control over whether that will be the price at the beginning of year 2 or 3. VMware can raise the price of support at anytime. If the State desires a guaranteed price then the prepay is the proper option.

My next question is related to totaling the quote. Does the State want us to add all three years to our quote total? It is confusing as I understand the State does not want to prepay support beyond one year. Will the State be issuing a purchase order for all three years in which we cannot invoice for the support until the beginning of the second and third year? If not should we only include the 1<sup>st</sup> year of support in our quote total. Again the second and third years would be for budgeting only, as we cannot guarantee future support costs.

Answer 1:

The state cannot prepay for support past the first year. However, should the contract be renewed upon the renewal period, the State will pay for the current support year at the amount quoted in the Vendors bid.

We require the three (3) years of VMware VSphere Support as noted in the specifications and pricing page broken down into pricing for each year as requested. Support for Contract Item 4.1.3, is 2 each and support for 3 years per each year x 2 . Vendors should break down their support prices for each year as noted on the pricing page and provide a grand total below for all items and support years. Please see attached revised pricing page.

Question 2:

The rfq also requests five years of support on the HP DL380 gen8 server. The situation on this is the same, but even more confusing. This is due to the fact that the DL380 gen8 comes standard with a 3 year next business day parts and labor warranty. Part # U8084E uplifts the warranty to same day 4 hour response. That creates a problem for the 4<sup>th</sup> and 5<sup>th</sup> years. Once the initial warranty expires after three years the 4<sup>th</sup> and 5<sup>th</sup> years will cost more and part number U8084E will not be valid to support the server. Again this is the challenge with doing annual contracts. We will have no guarantee of what the cost will be in year two through five. The question of how to total the bid comes up again too. Does

the state desire a total for all five years in the quote or only a reference to future years. HP does offer what is known as a day 1 contract. Once the server is ordered you can contract with HP to provide a series of one year contracts billed annually. The price is not guaranteed from year to year but it would address the warranty uplift.

**Answer 2:**

The state cannot prepay for support past the first year. However, should the contract be renewed upon the renewal period, the State will pay for the current support year at the amount quoted in the Vendors bid.

Vendors should break down their support prices for each year as noted on the pricing page and provide a grand total below for all items and support years. See attached revised pricing page.

**Question 3:**

The same problem repeats itself for the PowerPath license. EMC offers 12, 24, 36 month or longer support terms but they are all prepay. If the state only wants to prepay one year it might be best to just buy one year upfront and issue bids for future renewals. The question of how to total is posed again as well.

**Answer 3:**

Support is for 2 licenses x (3 years each). We require pricing to be broken down for each required year on the pricing page. Pricing page has been revised.

Vendors should break down their support prices for each year as noted on the pricing page and provide a grand total below for all items and support years.

PRICING PAGE

Contract Item	Quantity	Description	Unit Price	Extended Price
4.1.1	1 ea.	HP DL380p Gen8 8-SFF CTO Server or equal	\$	\$
4.1.2.1	1 yr.	1 <sup>st</sup> Year 4 Hour Response (24x7) coverage Full Hardware Support PN U8084E or equal	\$	\$
4.1.2.2	1 yr.	2 <sup>nd</sup> Year Renewal 4 Hour Response (24x7) Coverage Full Hardware Support PN U8084E or equal	\$	\$
4.1.2.3	1 yr.	3 <sup>rd</sup> Year Renewal 4 Hour Response (24x7) Coverage Full Hardware Support PN U8084E or equal	\$	\$
4.1.2.4	1 yr.	4 <sup>th</sup> Year Renewal 4 Hour Response (24x7) Coverage Full Hardware Support PN U8084E or equal	\$	\$
4.1.2.5	1 yr.	5 <sup>th</sup> Year Renewal 4 Hour Response (24x7) Coverage Full Hardware Support PN U8084E or equal	\$	\$
4.1.3	2 ea. (1 yr. support required for each)	VMware vSphere 5 enterprise or equal	\$	\$
4.1.3.1	2 yr.	1 <sup>st</sup> Year VMware vSphere 5 Enterprise Software 24x7 production support subscription	\$	\$
4.1.3.2	2 yr.	2 <sup>nd</sup> Year VMware VSphere 5 Enterprise Software 24x7 Production Support Subscription Renewal	\$	\$
4.1.3.3	2 yr.	3 <sup>rd</sup> Year VMware VSphere 5 Enterprise Software 24x7 Production Support Subscription Renewal	\$	\$

REQUEST FOR QUOTATION  
HHR14126 Servers, Software, and Support

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4.1.4	1 ea.	Powerpath VE Unserved license, VMware or Equal	\$	\$
4.1.5	2 ea. <small>(1 yr. support required for each)</small>	Powerpath VE Standard T1 (1-7 CPU) or Equal	\$	\$
4.1.6.1	2 yr.	1 <sup>st</sup> Year Premium Software Support – Open/ELM Powerpath or equal	\$	\$
4.1.6.2	2 yr.	2 <sup>nd</sup> Year Renewal Premium Software Support – Open/ELM Powerpath or Equal	\$	\$
4.1.6.3	2 yr.	3 <sup>rd</sup> Year Renewal Premium Software Support – Open/ELM Powerpath or Equal	\$	\$
			GRAND TOTAL	\$

Contract shall be awarded to the Vendor that provides the Contract Items and Services meeting the required specifications for the lowest overall grand total cost.

Vendor shall deliver the Contract Items and Services within 30 working days after receiving a purchase order. Contract Items must be delivered to the address below with a **minimum of 24 hours advanced delivery notification.**

**Delivery Address:**  
1900 Kanawha Blvd East,  
Building 6, Room B-110, Capitol Complex,  
Charleston, WV 25305

REQUEST FOR QUOTATION  
HHR14126 Servers, Software, and Support

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VENDOR SECTION:

<b>Vendor Name:</b>
<b>Physical Address:</b>
<b>Remit to Address:</b>
<b>Telephone:</b>
<b>Fax:</b>
<b>Email:</b>
<b>Vendor Representative (print name):</b>

<b>Signature:</b>	<b>Date:</b>
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**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: HHR14126**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |   |  |
|---|--|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

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Company

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Authorized Signature

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Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.  
 Revised 6/8/2012