



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 6

List View

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 602821

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0702

Vendor ID: VS0000018125

SO Doc ID: TAX2000000001

Legal Name: AHEAD LLC

Published Date: 8/14/19

Alias/DBA:

Close Date: 8/21/19

Total Bid: \$104,545.53

Close Time: 13:30

Response Date: 08/21/2019

Status: Closed

Response Time: 10:02

Solicitation Description: Addendum No.01 - 30TB SAN with Warranty

Total of Header Attachments: 6

Total of All Attachments: 6



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder : 602821
Solicitation Description : Addendum No.01 - 30TB SAN with Warranty
Proc Type : Central Purchase Order

| Date issued | Solicitation Closes | Solicitation Response | Version |
|-------------|------------------------|------------------------------|---------|
| | 2019-08-21 13:30:00 | SR 0702 ESR08211900000001091 | 1 |

| VENDOR |
|---------------------------|
| VS0000018125 AHEAD LLC |

Solicitation Number: CRFQ 0702 TAX2000000001

Total Bid : \$104,545.53 **Response Date:** 2019-08-21 **Response Time:** 10:02:44

Comments:

FOR INFORMATION CONTACT THE BUYER
 Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

| | | |
|--------------------------|---------------|-------------|
| Signature on File | 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 | 30TB SAN | 1.00000 | EA | \$82,248.030000 | \$82,248.03 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43212200 | | | |

Extended Description : Please see 3.1.1 of the attached specifications.

Comments: Current delivery times from Dell EMC are 10 days from the time of purchase.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|------------------------------|---------|------------|-----------------|-----------------------------|
| 2 | 3 Year Warranty for 30TB SAN | 1.00000 | EA | \$22,297.500000 | \$22,297.50 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description : Please see 3.1.2 of the attached specifications.

Comments: Current delivery times from Dell EMC are 10 days from the time of purchase.



AHEAD LLC
 401 Michigan Avenue
 Suite 3400
 Chicago, IL 60611

Ahead Client Director:
 Matt Athey
 614-354-5892
 matt.athey@thinkahead.com

Ahead Quote Number
 AHD201972139 - 4
Reference Number:
 6003092134v05 Unity
Quote Date:
 8/21/2019
Expiration Date:
 9/20/2019

Shipping Address:
 West Virginia State Tax Department
 Brittany Ingraham
 Operations Division Tax Division of Revenue Center
 1001 Lee St E, STE 1
 Charleston 25301-1725

Billing Address:
 West Virginia State Tax Department
 1124 Smith Street
 Charleston WV 25301

Client Operations Specialist
 Jennifer Eveslage
 513-457-7855
 jennifer.eveslage@thinkahead.com

MPA:
 Standard Terms
Payment Terms:
 Net 30

Logistics Coordinator:
 Matt Arflin
 (312) 496-7991
 matt.arflin@thinkahead.com

| WV Tax Dept - Dell Unity 380F | | | | | |
|--------------------------------------|------------|--------------------|---|-------------------|-----------------------|
| | QTY | Part Number | Description | Unit Price | Extended Price |
| Hardware | 1 | D4SFP16FAF | UNITY CNA 4X16GB FC 5FPS AF | \$0.00 | \$0.00 |
| Hardware | 1 | D4BD6C25FAF | UNITY 380F DPE 25 X 2.5 DELL FLD RCK | \$4,776.77 | \$4,776.77 |
| Hardware | 25 | D4F-25FXL2-1920 | D4F 1.92TB ALL FLASH 25X2.5 SSD | \$2,676.75 | \$66,918.75 |
| Hardware | 1 | D4ODPEKITAF | UNITY 380F DPE INSTALL KIT | \$0.00 | \$0.00 |
| Hardware | 1 | D4SL10IO4PTAF | UNITY 2X4 PORT IO 10GBE OPT AF | \$1,074.23 | \$1,074.23 |
| Hardware | 1 | D4SL16FAF | UNITY 2X4 PORT IO 16GB FC AF | \$1,554.10 | \$1,554.10 |
| Software | 1 | 458-002-525 | UNITY AFA BASE SOFTWARE+ D@RE=IC | \$0.00 | \$0.00 |
| Software | 1 | 458-001-734 | APPSYNC BSC FOR UNITY 300F/350F/380F=IC | \$0.00 | \$0.00 |
| Software | 1 | 458-002-628 | STORAGE M&R FOR UNITYXT = IC | \$0.00 | \$0.00 |
| Software | 1 | 458-001-585 | RP BASIC FOR UNITY380F/480F/680F/880F=IC | \$0.00 | \$0.00 |
| Maintenance - Hardware | 1 | M-PSM-HWE-005 | PROSUPPORT 4HR/MC HARDWARE SUPPORT - 36.00 MNTHS | \$22,297.50 | \$22,297.50 |
| Maintenance - Software | 1 | M-PSM-SWE-005 | PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS | \$0.00 | \$0.00 |
| Maintenance - Software | 1 | M-PSP-SWE-005 | PROSUPPORT PLUS 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS | \$0.00 | \$0.00 |
| Maintenance - Software | 1 | M-PSM-SWE-005 | PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 36.00 MNTHS | \$0.00 | \$0.00 |
| Maintenance - Software | 1 | M-PSM-SWE-005 | PROSUPPORT 4HR/MC SOFTWARE SUPPORT - 12.00 MNTHS | \$0.00 | \$0.00 |
| Services | 1 | PS-PD-UXAFXDP | PD FOR UNITY XT AF | \$4,087.39 | \$4,087.39 |
| Services | 3 | PS-PDAD-UXA2HDP | PD ADDON, UNITY AF TWO HOST | \$1,278.93 | \$3,836.79 |

Hardware: \$74,323.85
Software: \$0.00
Maintenance: \$22,297.50
Managed Services: \$0.00
Services: \$7,924.18
Training: \$0.00
Web Services: \$0.00
Total Investment: \$104,545.53

Acceptance of this quote authorizes Ahead to invoice the party indicated herein ("Customer"). Any Services covered by an Ahead Service Brief shall be invoiced in advance and in full, regardless of whether or not such Services have been completed. Ahead reserves the right to make partial shipments. Customer acknowledges that it has read the Terms and Conditions attached hereto which shall govern and apply, unless a previously executed agreement governing the sale of products exists between Ahead and Customer. The Special Additional Terms (the "SAT") contained in this quote (if any) shall supplement the attached Terms and Conditions or previously executed agreement (collectively, the "Agreements"), provided, however that in the event of any conflict or inconsistency between the SAT and any of the Agreements, the SAT shall take precedence, govern and control. Except as indicated otherwise, pricing does not include sales tax, VAT or shipping charges. All shipping charges shall be invoiced separately following delivery. Acceptance may be emailed to accounting@thinkahead.com.

Authorized Signature: _____

Date: _____

Printed Name: _____



ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS.

1. AGREEMENT: AHEAD DOES NOT ACCEPT AND EXPRESSLY OBJECTS TO ANY TERMS AND CONDITIONS OR OTHER WRITING ON ANY PURCHASE ORDER OR ACKNOWLEDGEMENT WHICH IS DIFFERENT FROM OR ADDITIONAL TO THOSE TERMS AND CONDITIONS CONTAINED HEREIN, EXPRESSLY INCLUDING, WITHOUT LIMITATION, ANY EFFORT TO NEGATE THE TERMS AND CONDITIONS SET FORTH HEREIN OR IN THE PRICE QUOTE. NO MODIFICATION OR WAIVER OF THESE TERMS WILL BE EFFECTIVE AGAINST AHEAD UNLESS SPECIFIED IN WRITING AND SIGNED BY AHEAD. THE RECEIPT OF THE PRICE QUOTE OR PAYMENT FOR THE PRODUCTS AND/OR SERVICES PROVIDED THEREUNDER SHALL CONSTITUTE CUSTOMER'S ACCEPTANCE OF THE TERMS HEREOF.

2. PRICING: Prices for any Products or Services (each as defined below) purchased will be those specified in the Price Quote and will be valid for 30 days thereafter unless otherwise stated therein. "Products" shall refer to those software and hardware goods that are listed in the Price Quote. "Services" are those services performed by Product manufacturers and/or Ahead (including its subcontractors) that are listed in the Price Quote. Unless otherwise stated in the Price Quote, prices do not include, and Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on Ahead's net income), (ii) shipping or packing charges, (iii) insurance and (iv) any other expenses associated with the sale and transportation or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products. The parties agree that all charges included in the price of the Products and Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges.

3. PAYMENT: Unless otherwise specified in the Price Quote, payment for Products and Services is due net 15 days from the date of invoice. Ahead may require prepayment. Ahead may charge Customer interest on all amounts unpaid after 30 days from the date of the invoice at the annual rate of the lesser of (i) 1.5% per month or (ii) the highest interest rate permitted by law. If any invoice is not paid when due, payment shall be considered late, and Ahead may, at any time, suspend delivery or other performance with respect to any Products without liability or penalty and take all other action permitted under the Uniform Commercial Code available to it.

4. CANCELLATION: Customer shall have no right to cancel an order once received by Ahead, including by reason of a failure or delay in delivery, to the extent that such delay is due to causes that are beyond Ahead's reasonable control (including, without limitation, failures or delays in performance which are due to strike, lockout, concerted act of workers or other industrial disturbance, fire, explosion, flood, or other natural catastrophe, civil disturbance, riot, act of war or terrorism, or armed conflict, whether declared or undeclared, curtailment, shortage, rationing or allocation of normal sources of supply of labor, materials, transportation, energy, or utilities, mechanical breakdown, equipment failure, accident, Act of God, delay of subcontractors or vendors, suffrance of or voluntary compliance with acts of government or government regulations (whether valid or not), embargo, or due to any other cause), subject to any provisions of Customer's local law to the contrary.

5. ACCEPTANCE. These Terms and Conditions are binding only after acceptance by an authorized officer of Ahead. Use by Ahead of any payments made by Customer prior to shipment shall not constitute acceptance by Ahead. Notwithstanding the foregoing, Ahead shall be entitled to revoke its acceptance hereof without any liability whatsoever to Customer if, at any time prior to the shipment of the Products covered hereby if Ahead becomes aware of a change in the financial position of Customer which would, in Ahead's opinion, affect Customer's ability to perform its obligations hereunder or if the applicable Product manufacturer declines to sell Product to Customer, for any reason whatsoever. In such instance, Seller's sole obligation in such event shall be to return to Customer any down payment which Seller is holding hereunder.

6. DELIVERY; TITLE AND RISK OF LOSS: Unless otherwise specified in the Price Quote title to, and all risk of loss of or damage to, all Products will pass to Customer upon delivery to the carrier at the loading dock of the Ahead (or third-party Product manufacturer's) facility. Ahead agrees to insure the shipment, provided, however, Customer will be responsible for any claims against the carrier relating to shipment which are not covered by insurance. Customer is responsible for all shipping and handling charges including inspection fees, assessments, import duties, V.A.T. and similar taxes. Such costs will be prepaid by Ahead and added to Customer's invoice except for import duties and taxes which will be paid directly by the Customer. Ahead reserves, and Customer hereby grants to Ahead, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.

7. SHORTAGE CLAIMS AND INSPECTION: Customer shall have the right to inspect the Products within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to Ahead within such 48-hour period or shall be waived.

8. RETURNS: Customer acknowledges that Ahead shall have no obligation to accept returns of any Products or Services ordered by and sold to Customer. Ahead, at its sole discretion, may authorize the return of unused Products or Services. Such returns cannot be made without a return authorization in writing issued by Ahead. All pre-paid Services expire 18 months from the order date and are non-refundable.

9. CONFIDENTIALITY: In consideration of Ahead selling the Products and/or Services, Customer shall keep confidential and not disclose to any persons or use any confidential and/or proprietary knowledge, information or materials, relating to Ahead's business, including, without limitation, customer names, customer supplied information, pricing, quantities, business and marketing plans and strategy, processes and trade secrets for so long as permitted by applicable law. Additionally, the use of Ahead's name or logo or other proprietary marks or those of Product manufacturers or other Ahead suppliers in any advertisement or other publication by Customer must be preapproved in writing by Ahead.

10. WARRANTIES AND REMEDIES: All Products, and the components and materials utilized in any assembled or customized Products, are covered by, and subject to, the terms, conditions, and limitations of the manufacturer's standard warranty, which warranty is expressly in lieu of any other warranty, express or implied, of or by Ahead or the applicable Product manufacturer. Ahead represents, warrants and covenants that (i) Ahead shall perform all Services, if any, in accordance with the material specifications set forth in the Price Quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable Price Quote for ninety (90) days from the completion thereof. Customer's exclusive remedy, if any, under these warranties is limited, at Ahead's election, to any one of (a) refund of Customer's purchase price, (b) repair by Ahead or the manufacturer of any Products found to be defective, or (c) replacement of any such Product.

Notwithstanding anything contained herein to the contrary, to the extent a manufacturer requires Products to be installed by Ahead or such manufacturer in order for a warranty to be valid, neither Ahead nor the Product manufacturer shall provide a warranty for any Products which are not installed, as applicable, by Ahead or the Product manufacturer. EXCEPT AS SET FORTH HEREIN, AHEAD MAKES NO OTHER WARRANTIES, WRITTEN OR ORAL. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARE HEREBY SPECIFICALLY DISCLAIMED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT, AND ANY WARRANTY ARISING BY STATUTE, OPERATION OF LAW, COURSE OF DEALING OR PERFORMANCE, OR USAGE OF TRADE. Customer acknowledges that it does not rely on, and waives any claim for breach of, any representations and warranties which are not confirmed in writing by Ahead. Ahead shall, after Products are tendered to Customer, have no liability in respect of any changes in quality of the Products arising from storage or transportation of the Products or from willful damages, negligence, abnormal working conditions, misuse or alteration of the Products.

11. LIMITATION OF LIABILITY: The total liability of Ahead (beyond any express warranty obligation) to Customer from any cause whatsoever, whether arising under contract, warranty, tort (including negligence), strict liability, products liability or any other theory of liability will be limited to the lesser of (i) Customer's actual damages or (ii) the purchase price paid to Ahead for the Product(s) or Service(s) that is the subject of Customer's claim. Except for the warranty coverage referenced in paragraph 10, above, AHEAD SHALL NOT HAVE ANY LIABILITY OR OBLIGATION TO CUSTOMER OR ANY OTHER PERSON FOR ANY CLAIM, LOSS, DAMAGE, OR EXPENSE CAUSED IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY, BY THE INADEQUACY OF ANY PRODUCTS OR SERVICES FOR ANY PURPOSE, BY ANY DEFICIENCY OR DEFECT IN ANY PRODUCT OR SERVICE (WHETHER OR NOT COVERED BY ANY WARRANTY), BY THE USE OR PERFORMANCE OF ANY PRODUCTS OR SERVICES OR BY ANY FAILURE OR DELAY IN AHEAD'S PERFORMANCE HEREUNDER, OR FOR ANY SPECIAL, DIRECT, INDIRECT, INCIDENTAL, CONSEQUENTIAL, EXEMPLARY OR PUNITIVE DAMAGES, HOWEVER CAUSED, INCLUDING, WITHOUT LIMITATION, PERSONAL INJURY OR LOSS OF BUSINESS OR PROFIT, WHETHER OR NOT CUSTOMER WILL HAVE INFORMED AHEAD OF THE POSSIBILITY OR LIKELIHOOD OF ANY SUCH DAMAGES. All claims hereunder against AHEAD must be brought within 12 months after the cause of action arises and Customer expressly agrees to this 12-month period and waives any other statute of limitations which might apply by operation of law or otherwise including under the Uniform Commercial Code.

12. EXPORT RESTRICTIONS: Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to Ahead by its suppliers, and Ahead does not warrant its accuracy and will not be liable for any error with regard to same.

13. INTELLECTUAL PROPERTY: Any software or other intellectual property included in or relating to Products is supplied by its manufacturer or licensor. Ahead makes no representation or warranty with respect thereto and will have no liability in connection therewith. Customer agrees to comply with all requirements with regard to proprietary and similar rights in and to any intellectual property (including any requirement to enter into a separate license agreement and prohibitions against duplicating or disclosing the same), even if Ahead has broken the seal on any "shrink wrapped" software. If Customer provides Ahead with any intellectual property, Customer warrants that it has all necessary legal rights to such property.

14. THIRD PARTY SOFTWARE AND INTELLECTUAL PROPERTY LICENSING. Except for certain Products manufactured and/or supplied by EMC Corporation, which shall be subject to and governed by the sublicensing terms which will be provided upon request, any Software or other intellectual property included in or relating to Products and/or Services is supplied by its manufacturer or licensor (not Ahead). Ahead makes no representation or warranty with respect thereto and will have no liability in connection therewith. Customer agrees to comply with all third party requirements with regard to proprietary and similar rights in and to any intellectual property (including any requirement to enter into a separate license agreement and prohibitions against duplicating or disclosing the same), even if Ahead has broken the seal on any "shrink wrapped" Software. If Customer provides Ahead with any intellectual property, Customer warrants that it has all necessary legal rights to such property. Customer will indemnify Ahead against and hold it harmless from any and all liability, cost or expense arising from a breach or purported breach of this section.

15. GOVERNING LAW AND CONSENT TO JURISDICTION: The Price Quote and these Terms and Conditions shall be governed by and construed in accordance with the laws of the State of Illinois. Any court action which may be brought by any party pertaining to the Price Quote or these Terms and Conditions shall be brought in federal or state courts having situs in the Northern District of Illinois. The parties consent to personal jurisdiction and venue by state and federal courts in Illinois for any action pertaining to the Price Quote and these Terms and Conditions by personal service of process within or without the State of Illinois. Ahead and Customer agree that the United Nations Convention on International Sale of Goods shall have no force or effect on transactions relating to the Price Quote or these Terms and Conditions.

16. INDEPENDENT CONTRACTORS: Nothing contained in the Price Quote or these Terms and Conditions shall be construed as creating a partnership or joint venture between Ahead and Customer, and Customer shall at all times be deemed to be an independent contractor, solely responsible for the manner by and the form in which it fulfills the Price Quote.

17. ASSIGNMENT: This agreement may not be transferred or assigned in whole or in part by Customer without the prior written consent of Ahead. Such consent shall not relieve Customer of its obligations and liabilities hereunder.

18. MISCELLANEOUS PROVISIONS: This instrument, together with the Price Quote and all schedules, attachments and documents incorporated herein and therein, shall constitute the entire agreement between the parties. The failure of either party at any time to require performance by the other party of any provision of this agreement shall in no way affect the right to require such performance at any time thereafter, nor shall the waiver of either party of a breach of any provision of this agreement constitute a waiver of any succeeding breach of the same or other provision.

19. SEVERABILITY: The invalidity or unenforceability of any provision contained herein shall not affect the validity or enforceability of any other provision hereof. Any invalid or unenforceable provision shall be deemed severed from the Price Quote and these Terms and Conditions to the extent of its invalidity or unenforceability, and the Price Quote and these Terms and Conditions shall be construed and enforced as if such documents did not contain that particular provision to the extent of its invalidity or unenforceability.

20. LITIGATION COSTS. Customer shall be obligated to pay to Ahead all of Ahead's costs and expenses, without any offset, including, but not limited to all attorneys' fees and court costs incurred by Ahead in enforcing these Terms and Conditions. This obligation includes the payment of such amounts paid by Ahead prior to the filing of any action, as well as when an action is filed, and includes the case where an action which is filed and is then dismissed.

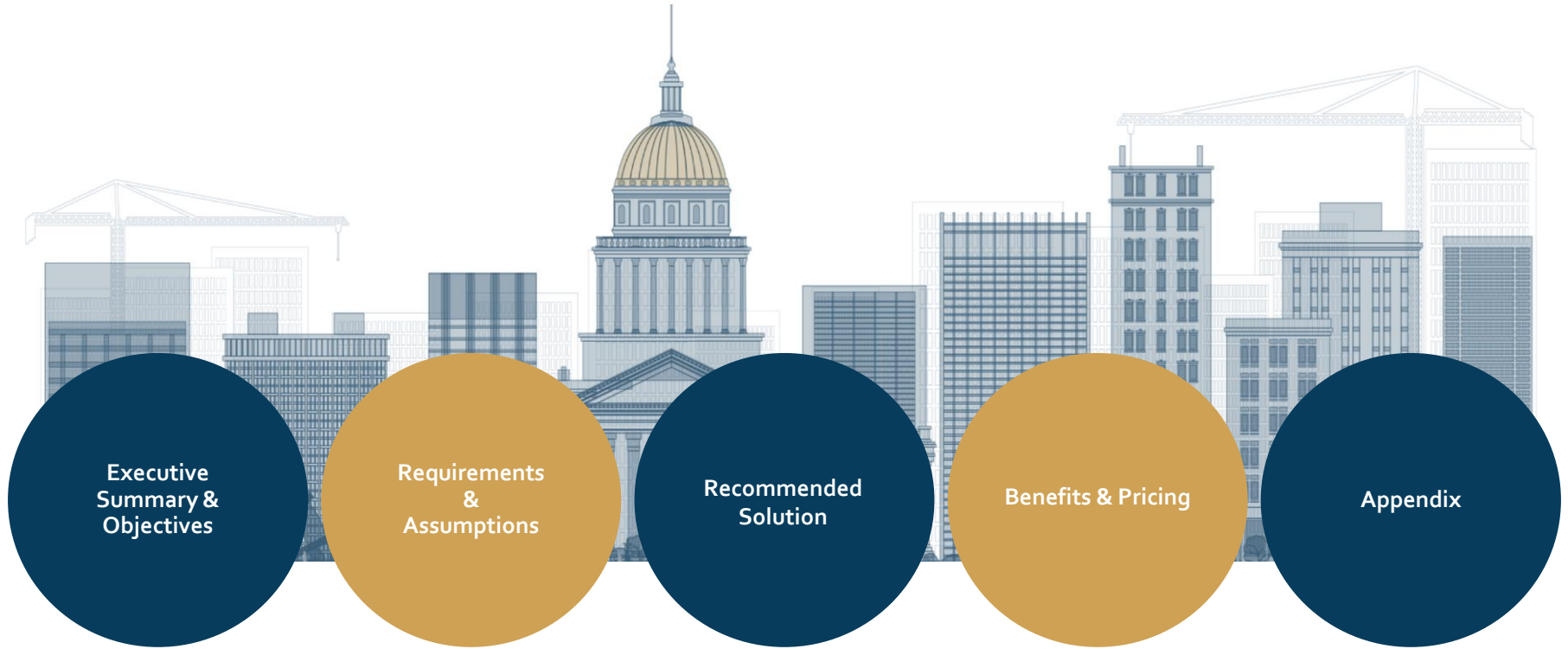


West Virginia State Tax Division

Solicitation: TAX2000000001 – 30TB SAN with Maintenance

Solicitation: TAX2000000002 – Dell PowerEdge R740 Servers with VMware

Agenda

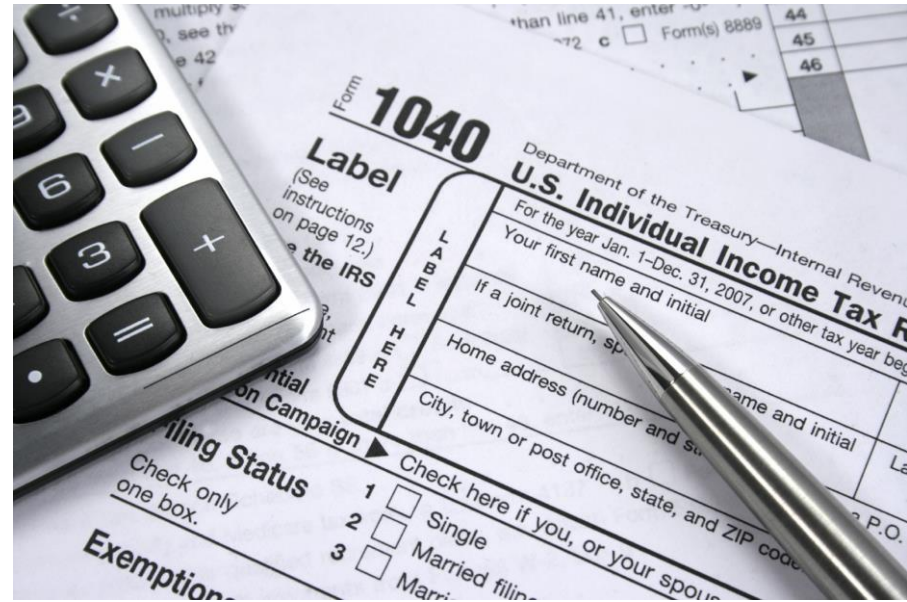


Executive Summary

The West Virginia State Tax Division is soliciting bids to establish a contract for the one-time purchase of a 30TB SAN solution with maintenance, Dell PowerEdge R740 servers, and VMware.

Ahead recommends a SAN solution and compute solution designed for performance, optimized for efficiency, and built for workload acceleration while deploying unified storage.

Dell EMC Unity XT arrays set new standards for unified storage with compelling simplicity and all-inclusive software. Dell EMC PowerEdge has the optimum balance of resources to power the most demanding environments.



Objectives



Compatibility

Must be compatible and interoperable with MS Windows Server 2012 R2, VMware ESXi 6.5, and MS SQL Server 2014



FIPS 140-2

Must provide FIPS 140-2 validated data at rest encryption for the entire system



Capacity

Must include a minimum of 30TB usable capacity configured as RAID 5 not including any data reduction. Drives can be no larger than 2TB.



Warranty

Must provide a three year maintenance service and support warranty for one SAN, 24x7x8 support

Requirements & Assumptions



SAN

- Block-Level Storage and support File System workloads. Quantity = 1 storage array
- Compatible with Windows Server 2012 R2, VMware ESX Server 6.5, MS SQL Server 2014
- FIPS 140-2 Certified Encryption
- Audit security relevant events
- Defective Media Retention Option
- Two Storage processors. Each with two separate 16GB/s FC ports
- Thin Provisioning
- RAID 0, 1, 5, 6, and 10
- Non-disruptive component replacement
- Minimum 30TB Usable capacity
- Support up to 75 hard drives
- Multi-level account mgmt., locking, banners, session expiration, audit logs, audit exports, masked passwords, LDAP / AD, Syslog, and NTP
- 3 years of maintenance with 24x7x8 support



PowerEdge

- R740 Servers. Quantity = 9
- Compatible with MS Windows Server 2012 R2 and 2016, MS SQL Server Enterprise 2014
- Minimum of two processors with at least 3.2 GHz speed. Each proc must have eight physical cores
- Hold a minimum of eight hard drives
- Must have a 2U chassis
- Defective Media Retention
- Minimum of two SSDs with at least 240GB capacity
- Minimum of 768GB of 2666MHz memory (RDIMM)
- Minimum 2GB Storage Controller. Must provide backup power for these storage controllers
- Minimum of two 10GB Base-T ports, two 16GB FC HBA ports, and four 1GB Ethernet ports
- Redundant 500W power supplies
- rack mount kit
- Minimum one USB 3.0 or 3.1 port
- Remote Management License
- 5 years of maintenance with next business day parts replacement

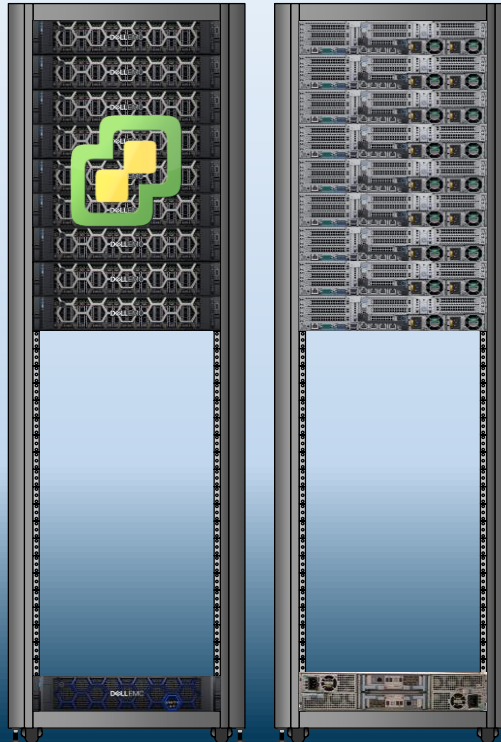


VMware

- vSphere Enterprise Plus for 1 Processor. Quantity = 18
- Production Support / Subscription for vSphere Enterprise Plus for 1 processor. Quantity = 18
- 3 years – technical support, 24-hour Severity 1 Support – 7 days a week

Recommended Environment

- VMware vSphere Enterprise Plus licensed for 18 processors
 - 36 Months Production Support/Subscription VMware vSphere 6 Enterprise Plus
- Dell EMC PowerEdge R740 Servers
 - 60 Months ProSupport NBD
 - ProDeploy Services Included
- Dell EMC UnityXT 380F with
 - 36 Months ProSupport 4HR/MC
 - ProDeploy Services Included



Front View

Rear View

Configuration Details

- VMware vSphere Enterprise Plus
 - Licensed for 18 Processors

9x Dell EMC PowerEdge R740 Servers

- Processor
 - Dual Intel Xeon Gold 6244 with 8 cores / 16 threads 3.6GHz
- RAM
 - 768GB (24x 32GB RDIMM)
- Storage
 - 2x 2.5" 240GB SSD
- Networking
 - 2x 16GB FC Ports
 - 2x 10GbE Base-T
 - 4x 1GbE Base-T

1x Dell EMC UnityXT 380F with 34.46TB Usable Capacity and 47,900 IOPs

- Capacity
 - 25x 2.5" 1.92TB SSD (RAID5)
- Connectivity
 - 8x 16GB FC Ports (4 per SP)
 - 4x 10GbE Ports (2 per SP)
- All Inclusive Software Bundle
 - Unisphere Suite
 - File, Block, Vvols
 - Snapshots
 - Encryption
 - Anti-virus
 - Native Replication

Benefits

UnityXT 380F

Compatibility

Unity XT is compatible with Windows Server and MS SQL and has broad application and deep virtualization integration

Warranty

UnityXT 380F will come with 36 months of ProSupport 4hr/MC support

ProSupport

Data at Rest Encryption

FIPS 140-2

Dell EMC Unity's controller-based D@RE has been FIPS-140-2 validated by the NIST Cryptographic Module Validation Program (CMVP). Certificate number #2912

Capacity

This solution is configured with ~34.46TB usable capacity before taking into consideration any data reduction

34.46TB

Pricing Summary



Dell EMC UnityXT 380F

(30TB SAN Solution)

\$104,545.53



Dell EMC PowerEdge R740

(Server Solution)

\$208,787.94



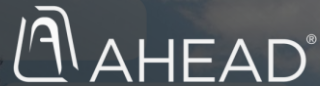
VMware vSphere Enterprise Plus

(Virtualization Solution)

\$105,954.48



Thank You



Building Platforms for Digital Business

thinkahead.com

Appendix



PowerEdge Hardware Specifications

Unity Hardware Specifications

CloudIQ Overview

Dell EMC ProSupport Overview

Dell EMC ProDeploy Overview

Dell EMC FutureProof Loyalty Program

Ahead Overview

PowerEdge Solution Specifications



Hardware

| | |
|--------------|---|
| Model Number | PowerEdge R740 |
| Processors | Dual Intel Xeon Gold 6244 with 8 cores / 16 threads, 3.6GHz |
| Memory | 768GB (24x 32GB RDIMM) |
| Storage | 2x 2.5" 240GB SSD |

Networking

| | |
|---|--------------|
| 2 | 16GB FC |
| 2 | 10GbE Base-T |
| 4 | 1GbE Base-T |

Physical

| Floor Space | Power | Cooling |
|----------------------|----------|--------------|
| # of Rack Units – 2U | 0.69 kVA | 2,300 BTU/hr |

Unity Solution Specifications



Hardware

| | |
|-------------------|---|
| Model Number | Unity 380F |
| Usable Capacity | ~34.46TB |
| I/O Connectivity | 8x 16GB FC ports, 4x 10GbE ports |
| Drive & RAID Type | 1.92TB SSD RAID 5 (25 / 500 Drives Installed) |

All-inclusive Software Titles

| | | |
|-----------------|--------------------|-------------|
| Unisphere Suite | File, Block, VVols | Snapshots |
| Encryption | Anti-Virus | Replication |

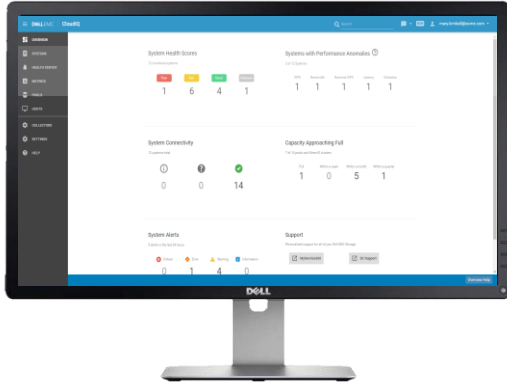
Physical

| | | |
|----------------------|----------|--------------|
| Floor Space | Power | Cooling |
| # of Rack Units – 2U | 0.69 kVA | 2,300 BTU/hr |

Dell EMC CloudIQ Overview

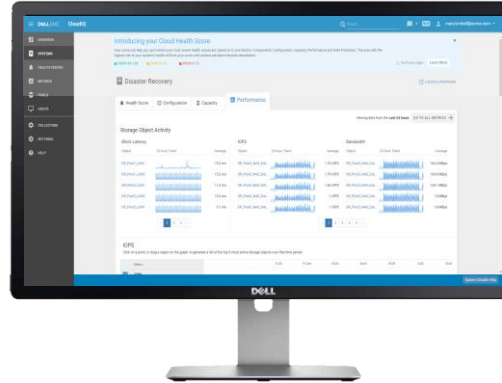
Cloud-based storage analytics to monitor and manage Unity environments

Central Monitoring



Centrally monitor performance, capacity, configuration, and data protection.

Predictive Analytics



Intelligent projections of capacity and performance utilization

Proactive Health Score



Identify potential risks before they impact the environment.

- CloudIQ is a “Software as a Service” application
- Provides operational monitoring in the form of aggregated dashboards and health scores
- Requires ESRS and valid support account

Dell EMC ProSupport 4Hr/MC Overview

Initial response objective, based upon Severity Level, within the following time period after receipt of Customer contact:

Severity Level 1: 30 minutes; on a 24x7 basis

Severity Level 2: 2 hours; on a 24x7 basis

Severity Level 3: 3 local business hours

Severity Level 4: 8 local business hours

Initial Onsite Response objective is based on Severity Level, within the following time period after Dell EMC deems OnsiteSupport is necessary.

Severity Level 1: 4 hours on a 24x7 basis

Severity Level 2: Within 12 hours on a 24x7 basis

Severity Level 3: Next business day, local business hours

Severity Level 4: Next business day, local business hours

Dell EMC ProDeploy Overview

| | | |
|-----------------|---|--------|
| Pre-deployment | Single point of contact for project management | ✓ |
| | Site readiness review | ✓ |
| | Implementation planning | ✓ |
| Deployment | Deployment service hours | 24x7 |
| | Onsite hardware installation | ✓ |
| | Packaging materials disposal | ✓ |
| | Install and configure system software | Remote |
| | Project documentation with knowledge transfer | ✓ |
| Post-deployment | Deployment verification | ✓ |
| | Configuration data transfer to Dell EMC technical support | ✓ |

Dell EMC FutureProof Loyalty Program

Peace of mind

No hidden costs or fees

Investment protection

*Lowering the risk
of your investment*

A path forward

*You will be ready
for the future*



**3-YEAR SATISFACTION
GUARANTEE**



**HARDWARE INVESTMENT
PROTECTION**



**PREDICTABLE SUPPORT
PRICING**



**NEVER-WORRY DATA
MIGRATION**



**STORAGE DATA
REDUCTION GUARANTEES**



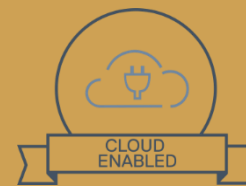
**ALL-INCLUSIVE
SOFTWARE**



**UP TO 55:1 DATA PROTECTION
DEDUPLICATION GUARANTEE**

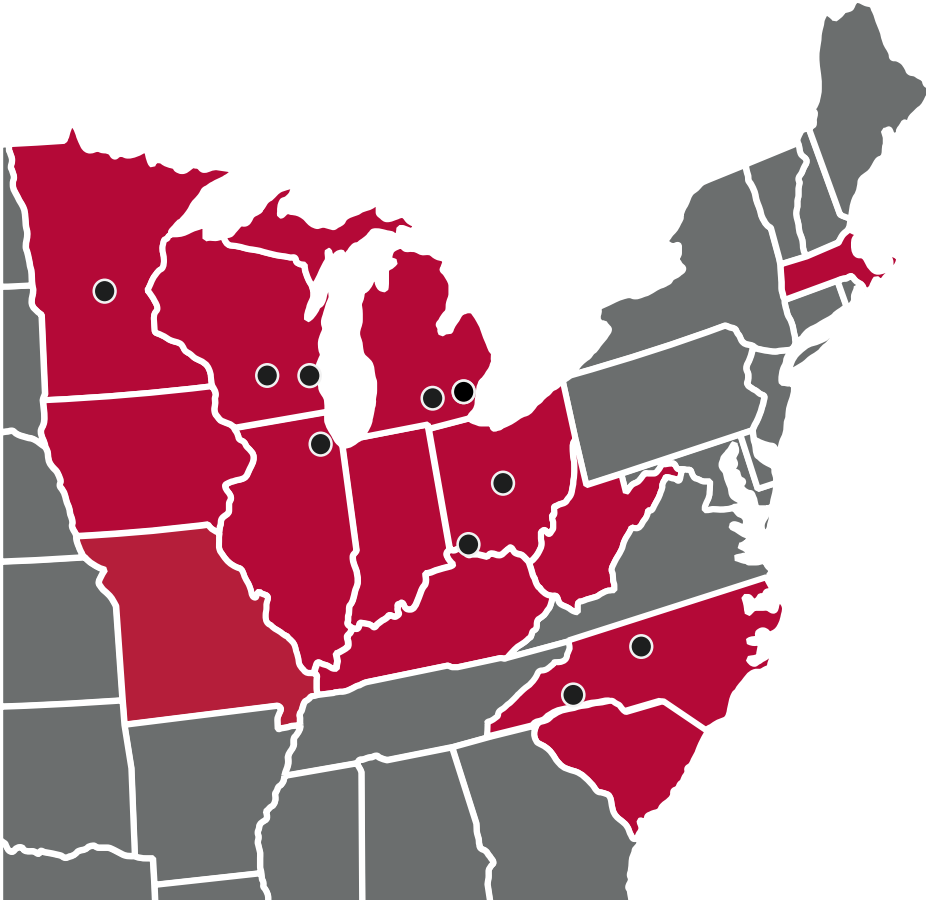


**FLEXIBLE CONSUMPTION
MODELS**



**CLOUD MOBILITY, PROTECTION,
SERVICES AND CONTROL**

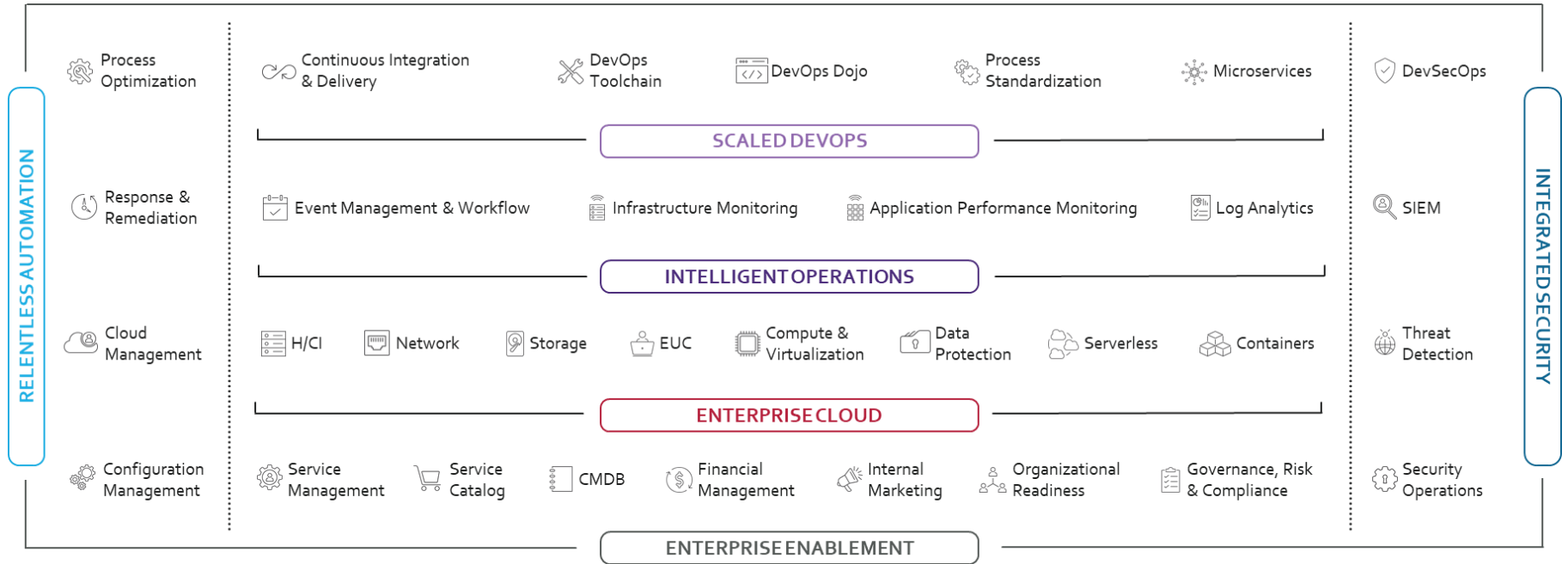
AHEAD Overview



- Founded in 2007
- Deep expertise in IT infrastructure and 60 technology partners
- Evolved into a consulting and managed services provider
- 300 employees, 200 of whom are consultants and engineers
- \$500+ million in gross revenue
- 350 successful engagements
- 500 enterprise clients served
- Core values of Collaborate, Innovate, and Drive

AHEAD Digital Delivery Platform

Mobile Apps
 Predictive Analytics
 AI & Machine Learning
 DIGITAL BUSINESS INITIATIVES
 Customer Experience
 Internet of Things
 Digital Products



Education
and Enablement



Strategy
and Roadmap



Design and
Plan



Deployment and
Management



Services for Your Enterprise Cloud

At every stage, we help you

Strike a balance between innovation and Day 2 operations

Blend technical, operational, and organizational perspectives

Take a holistic view of an issue across your enterprise cloud

Education and Enablement



- Executive briefings
- Accelerated evaluation process
- Hands-on experience with emerging tech
- Personalized sandbox environments
- Lab demonstrations
- Technology comparisons

Strategy and Roadmap



- Current state analysis
- Desired state operating model
- Reference architecture development
- Organizational readiness assessment
- Business case analysis
- Roadmap development

Design and Plan



- Technical discovery
- Application and infrastructure design
- Process automation and optimization
- Project financials
- Deployment and migration planning

Deployment and Management



- Implementation and configuration
- Migration
- Training and ongoing enablement
- Continuous optimization
- CoPilot managed cloud services



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 – Info Technology

Proc Folder: 602821

Doc Description: Addendum No.01 - 30TB SAN with Warranty

Proc Type: Central Purchase Order

| Date Issued | Solicitation Closes | Solicitation No | Version |
|-------------|------------------------|-------------------------|---------|
| 2019-08-14 | 2019-08-21 13:30:00 | CRFQ 0702 TAX2000000001 | 2 |

BID RECEIVING LOCATION

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

VENDOR

Vendor Name, Address and Telephone Number:

AHEAD, LLC
 401 N Michigan Avenue, 34th floor
 Chicago, IL 60611
 (312) 924-4492

FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

Signature X

FEIN # 20-8476250

DATE 20 August 2019

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

ADDITIONAL INFORMATION:

Addendum

Addendum No.01 issued to publish and distribute the attached information to the vendor community.

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed term contract for the purchase of hardware, software, licensing, and support for a Storage Area Network (SAN) solution, per the bid requirements, specifications, terms, and conditions attached to this solicitation.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--------------|---------|------------|------------|-------------|
| 1 | 30TB SAN | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43212200 | | | |

Extended Description :

Please see 3.1.1 of the attached specifications.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|------------------------------|---------|------------|------------|-------------|
| 2 | 3 Year Warranty for 30TB SAN | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---|---------|------------|------------|-------------|
| 3 | This line is inactive - do not provide pricing. | 0.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

This line is inactive - do not provide pricing.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---|---------|------------|------------|-------------|
| 4 | This line is inactive - do not provide pricing. | 0.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

This line is inactive - do not provide pricing.

Specification WAS:

4.1 Contract Award: The Contract is intended to provide Agencies with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

Specification IS NOW:

4.1 Contract Award: The Contract is intended to provide Agencies with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

Contract will be awarded as a one-time purchase.

Commodity Lines in wvOASIS have been modified as follows:

Commodity Line 1: 30TB SAN

Commodity Line 2: 3 Year Warranty for 30TB SAN

Commodity Line 3: This line is inactive – do not provide pricing.

Commodity Line 4: This line is inactive – do not provide pricing.

**30TB SAN with Maintenance
CRFQ TAX2000000001
Vendor Questions and Agency Answers**

Q1.) Does the agency want a rack included in the configuration?

A1.) No

3.1.1.2 Must be compatible and interoperable with Microsoft Windows Server 2012 R2 and later, VMware ESX Server 6.5 and later, and Microsoft SQL Server 2014 and later.

Q2.) (3.1.1.2) - Can you tell us what the actual application is? Would like to know for factoring in deduplication and compression.

A2.) File storage, no deduplication or compression is necessary.

3.1.1.3 Must have FIPS 140-2 certified encryption algorithms for data encryption at rest.

Q3.) (3.1.1.3) - Does the system just need to support this or do all of the drives included in this solution quote need to be FIPS 140-2?

A3.) The system as a whole needs to use FIPS 140-2 validated algorithms for data encryption at rest.

3.1.1.10 Must have a minimum of 30 TB of storage installed. A minimum of 10TB must be flash storage, with the individual drive sizes being no larger than 2TB. If the vendor chooses to use spinning hard drives for the remaining 20TB, those drives must be at least 10K in RPM speed, 12Gb/s SAS, and no larger than 2TB each.

Q4.) (3.1.1.10) - Are these numbers formatted usable capacity before or after deduplication and compression?

A4.) This is formatted, RAID 5 capacity.

Q5.) (3.1.1.10) - Is there a reason for the "individual drive sizes being no larger than 2TB"? This seems overly restrictive/counter productive as the current industry enterprise (non desktop) flash drive sizes are 960GB, 3.8TB, 7.2TB, 15.4TB, 30.8TB and 61.6TB with only one drive model being smaller than 2TB. The 960GB's will be discontinued first since they are the oldest release so it seems counter productive to request that the drive sizes be smaller than 2TB as that would limit the long term viability over the typical 5-6 year life span of a typical storage solution. It appears this was inserted to restrict what vendors could respond vs. being a reasonable use case requirement since it is self harming.

A5.) Larger spinning drives introduce (a) unacceptable latency and decreased IOPS, (b) increased recovery time for disk failures, and (c) limit the physical geometry of the disk groups.

3.1.1.8 Must have RAID support 0,1,5,6, and 10.

Q6.) (3.1.1.8) - Is this an actual use case requirement as it seems overly restrictive/counter productive? Few to no modern storage products use or provide RAID, 0, 1, 5, or 10. RAID 6 is the current standard and it is being replaced by new technologies such as Erasure Coding and other advanced RAID types. Like the 2TB drive restriction in section 3.1.1.10, this seems counter productive as only older technology solutions would support any of these RAID levels and you would not be getting a current technology capable solution or one that is viable over the typical 5-6 year life span of a typical storage solution. It appears this was inserted to restrict what vendors could respond vs. being a reasonable use case requirement since it is self harming.

A6.) RAID6 uses additional parity which requires extra write operations and incurs longer rebuild times. First tier SAN vendors should have no issue quoting products with a variety of RAID levels available and with drives of varying density and sizes.

Q7.) Can the bid date be move out one week?

A7.) No

Q8.) Warranty clause in section 28 does not state how many years is the limit, can you please provide how many years warranty is required?

A8.) Per 3.1.2.1: Vendor must provide a three (3) year maintenance service and support warranty for one SAN, 24x7x8 support with the following features.

Q9.) Clause 32. LICENSING – Can you please provide us what is the license required?

A9.) 32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

Q10.) For shipping calculations – can we assume 1001 Lee St E, STE 1, Charleston WV 25301-1725?

A10.) Yes

Q11.) Understanding that All Flash storage arrays have considerable performance advantages over Hybrid; would the Tax department consider a storage array using only 3.84TB All Flash drives? Also, all flash storage arrays have advantages in maintenance cost, power cost, and cooling cost, and they support the use of deduplication in real-time (not post-processed). Understanding that it is often less expensive to use All Flash with these deduplication features, would the Tax department consider an All flash storage array with online deduplication features that deliver at least 30TB of effective storage, however having less than 30TB of physical media installed?

A11.) All flash arrays will be considered but using deduplication or compression as a means to achieve the 30TB requirement will not.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ TAX20*01

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:

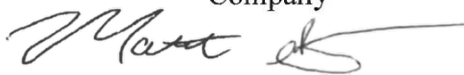
(Check the box next to each addendum received)

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

AHEAD, LLC

Company



Authorized Signature

20 August 2019

Date

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



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 — Info Technology

Proc Folder: 602821

Doc Description: 30TB SAN with Maintenance

Proc Type: Central Contract - Fixed Amt

| Date Issued | Solicitation Closes | Solicitation No | Version |
|-------------|------------------------|-------------------------|---------|
| 2019-08-08 | 2019-08-21 13:30:00 | CRFQ 0702 TAX2000000001 | 1 |

BID RECEIVING LOCATION

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

VENDOR

Vendor Name, Address and Telephone Number:

AHEAD, LLC
 401 N Michigan Avenue, 34th floor
 Chicago, IL 60611
 (312) 924-4492

FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

Signature X

FEIN #20-8476250

DATE 20 August 2019

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

ADDITIONAL INFORMATION:

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed term contract for the purchase of hardware, software, licensing, and support for a Storage Area Network (SAN) solution, per the bid requirements, specifications, terms, and conditions attached to this solicitation.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER | |
| CHARLESTON | WV25339-1748 | 1001 LEE ST E, STE 1 CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 1 | 30TB SAN w/warranty and 1st year maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43212200 | | | |

Extended Description :

Please see 3.1.1 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER | |
| CHARLESTON | WV25339-1748 | 1001 LEE ST E, STE 1 CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|----------------------|---------|------------|------------|-------------|
| 2 | 2nd Year Maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|----------------------|---------|------------|------------|-------------|
| 3 | 3rd Year Maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|----------------------|---------|------------|------------|-------------|
| 4 | 4th Year Maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| | | | |
|----------------------|--------------------------------|--|---------------|
| TAX2000000001 | Document Phase Draft | Document Description 30TB SAN with Maintenance | Page 4 |
|----------------------|--------------------------------|--|---------------|

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. REVIEW DOCUMENTS THOROUGHLY: The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. MANDATORY TERMS: The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. PREBID MEETING: The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening

A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. VENDOR QUESTION DEADLINE: Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are nonbinding.

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: **August 14, 2019 at 10:00 AM EDT**

Submit Questions to: **Brittany Ingraham**

2019 Washington Street, East

Charleston, WV 25305

Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)

Email: **Brittany.E.Ingraham@wv.gov**

5. VERBAL COMMUNICATION: Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

6. BID SUBMISSION: All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:

Department of Administration, Purchasing Division

2019 Washington Street East

Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

SEALED BID: 30TB SAN with Maintenance

BUYER: Brittany Ingraham

SOLICITATION NO.: CRFQ TAX2000000001

BID OPENING DATE: August 21, 2019

BID OPENING TIME: 1:30 PM EDT

FAX NUMBER: 304-558-3970

The Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. Submission of a response to an Expression or Interest or Request for Proposal is not permitted in wvOASIS.

For Request For Proposal ("RFP") Responses Only: In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus N/A convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

BID TYPE: (This only applies to CRFP)

Technical

Cost

7. BID OPENING: Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

Bid Opening Date and Time: August 21, 2019 at 1:30 PM EDT

Bid Opening Location: Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

8. ADDENDUM ACKNOWLEDGEMENT: Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, 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.

9. BID FORMATTING: Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

10. ALTERNATE MODEL OR BRAND: Unless the box below is checked, any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the

equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

11. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

12. COMMUNICATION LIMITATIONS: In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

13. REGISTRATION: Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

14. UNIT PRICE: Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.

15. PREFERENCE: Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and should include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

15A. RECIPROCAL PREFERENCE: The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES: For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the

Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

17. WAIVER OF MINOR IRREGULARITIES: The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

18. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

19. NON-RESPONSIBLE: The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform, or lacks the integrity and reliability to assure good-faith performance.”

20. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

21. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor’s entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled “confidential,” “proprietary,” “trade secret,” “private,” or labeled with any other claim against public disclosure of the documents, to include any “trade secrets” as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

22. INTERESTED PARTY DISCLOSURE: West Virginia Code § 6D-1-2 requires that the vendor submit to the Purchasing Division a disclosure of interested parties to the contract for all contracts with an actual or estimated value of at least \$1 Million. That disclosure must occur on the form prescribed and approved by the WV Ethics Commission prior to contract award. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

23. WITH THE BID REQUIREMENTS: In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.6. This authority does not apply to instances where state law mandates receipt with the bid.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of a Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: This Contract becomes effective on _____
upon award _____ and extends for a period of _____ one (1) _____ year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to _____ three (3) _____ successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Alternate Renewal Term – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

Fixed Period Contract: This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

Fixed Period Contract with Renewals: This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that maintenance, monitoring, or warranty services will be provided for _____ year(s) thereafter.

One Time Purchase: The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

Other: See attached.

4. NOTICE TO PROCEED: Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

Open End Contract: Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Service: The scope of the service to be provided will be more clearly defined in the specifications included herewith.

Combined Service and Goods: The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

One Time Purchase: This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute of breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

7. REQUIRED DOCUMENTS: All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

BID BOND (Construction Only): Pursuant to the requirements contained in W. Va. Code § 5-22-1(c), All Vendors submitting a bid on a construction project shall furnish a valid bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

PERFORMANCE BOND: The apparent successful Vendor shall provide a performance bond in the amount of 100% of the contract. The performance bond must be received by the Purchasing Division prior to Contract award.

LABOR/MATERIAL PAYMENT BOND: The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable. Notwithstanding the foregoing, West Virginia Code § 5-22-1 (d) mandates that a vendor provide a performance and labor/material payment bond for construction projects. Accordingly, substitutions for the performance and labor/material payment bonds for construction projects is not permitted.

MAINTENANCE BOND: The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

LICENSE(S) / CERTIFICATIONS / PERMITS: In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below and must include the State as an additional insured on each policy prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed in this section.

Vendor must maintain:

- Commercial General Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.
- Automobile Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.
- Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: _____ per occurrence.
- Commercial Crime and Third Party Fidelity Insurance** in an amount of: _____ per occurrence.
- Cyber Liability Insurance** in an amount of: _____ per occurrence.
- Builders Risk Insurance** in an amount equal to 100% of the amount of the Contract.
- Pollution Insurance** in an amount of: _____ per occurrence.
- Aircraft Liability** in an amount of: _____ per occurrence.
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Notwithstanding anything contained in this section to the contrary, the Director of the Purchasing Division reserves the right to waive the requirement that the State be named as an additional insured on one or more of the Vendor's insurance policies if the Director finds that doing so is in the State's best interest.

9. WORKERS' COMPENSATION INSURANCE: The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. [Reserved]

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

_____ for _____

Liquidated Damages Contained in the Specifications

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence with regard to all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR CERTIFICATIONS: By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) 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; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. PURCHASING AFFIDAVIT: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State, Vendors are required to sign, notarize, and submit the Purchasing Affidavit to the Purchasing Division affirming under oath that it is not in default on any monetary obligation owed to the state or a political subdivision of the state.

38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE: This Contract may be utilized by other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts (“Other Government Entities”), provided that both the Other Government Entity and the Vendor agree. Any extension of this Contract to the aforementioned Other Government Entities must be on the same prices, terms, and conditions as those offered and agreed to in this Contract, provided that such extension is in compliance with the applicable laws, rules, and ordinances of the Other Government Entity. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.

39. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

40. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.requisitions@wv.gov.

41. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision. The State reserves the right to prohibit a service provider’s employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Revised 06/05/2019

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

42. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
 - c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
 - d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

43. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a

“substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

44. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the vendor must submit to the Agency a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-award interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.



(Name, Title)

Matt Athey, Client Director

(Printed Name and Title)

5181 Natorp Blvd, Suite 110, Mason, OH 45040

(Address)

614-354-5892

(Phone Number) / (Fax Number)

matt.athey@thinkahead.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation 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 for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

AHEAD, LLC

(Company)



(Authorized Signature) (Representative Name, Title)

Matt Athey, Client Director

(Printed Name and Title of Authorized Representative)

20 August 2019

(Date)

614-354-5892

(Phone Number) (Fax Number)

REQUEST FOR QUOTATION
Storage Area Network (SAN)

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed term contract for the purchase of hardware, software, licensing, and support for a Storage Area Network (SAN) solution.

2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
 - 2.1 **“Contract Item”** means Storage Area Network (SAN) as more fully described by these specifications.
 - 2.2 **“Pricing Page”** means the pages, contained in wvOASIS, upon which Vendor should list its proposed price for the Contract Items.
 - 2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
 - 2.4 **“FIPS 140-2”** is a U.S. government computer security standard used to approve cryptographic modules.
 - 2.5 **“GB”** means Gigabyte which is a multiple of the unit byte for digital information.
 - 2.6 **“Gb/s”** is a unit of data transfer equal to 1,000 megabits per seconds.
 - 2.7 **“iSCSI”** is an acronym form internet small computer systems interface, an internet protocol (IP)-based storage networking standard for linking data storage facilities.
 - 2.8 **“LDAP”** (Lightweight Directory Access Protocol) is a software protocol for enabling anyone to locate organizations, individuals, and other resources such as files and devices in a network, whether on the public Internet or on a corporate network.
 - 2.9 **“RAID”** (Redundant Array of Independent Disks) is a data storage virtualization technology that combines multiple physical disk drive components into a single logical unit for the purposes of data redundancy, performance improvement, or both.
 - 2.10 **“SSD”** means solid state drive.
 - 2.11 **“Syslog”** is a way for network devices to send event messages to a logging server – usually known as a syslog server. The syslog protocol is supported by a wide range of devices and can be used to log different types of events.

**REQUEST FOR QUOTATION
Storage Area Network (SAN)**

3. GENERAL REQUIREMENTS:

3.1 Mandatory Contract Item Requirements: Contract Item must meet or exceed the mandatory requirements listed below.

3.1.1 Storage Area Network/Storage Array

3.1.1.1 Must have Block-Level Storage.

3.1.1.2 Must be compatible and interoperable with Microsoft Windows Server 2012 R2 and later, VMware ESX Server 6.5 and later, and Microsoft SQL Server 2014 and later.

3.1.1.3 Must have FIPS 140-2 certified encryption algorithms for data encryption at rest.

3.1.1.4 Must be able to audit security relevant events such as:

3.1.1.4.1 all unsuccessful login and authorization attempts

3.1.1.4.2 all identification and authentication attempts

3.1.1.4.3 all actions, connections, and requests performed by privileged users and privileged functions

3.1.1.4.4 all changes to logical access control authorities

3.1.1.4.5 all system changes with the potential to compromise the integrity security policy configurations

3.1.1.4.6 the creation, modification, and deletion of objects including files, directories, and user accounts

3.1.1.4.7 the creation, modifications, and deletion of user accounts and group accounts

3.1.1.4.8 the creation, modification, and deletion of user account and group account privileges

3.1.1.4.9 system startup and shutdown functions

3.1.1.5 Must have a Defective Media Retention option which allows the Agency to retain defective hard disks and SSD/Flash components containing sensitive data.

**REQUEST FOR QUOTATION
Storage Area Network (SAN)**

- 3.1.1.6** Must have at least two storage processors. Each storage processor must have two separate 16Gb/s Fibre Channel ports.
- 3.1.1.7** Must support thin provisioning.
- 3.1.1.8** Must have RAID support 0,1,5,6, and 10.
- 3.1.1.9** Must be able to replace individual drives & power supplies while the system is in production without causing downtime or a degrade in performance.
- 3.1.1.10** Must have a minimum of 30 TB of storage installed. A minimum of 10TB must be flash storage, with the individual drive sizes being no larger than 2TB. If the vendor chooses to use spinning hard drives for the remaining 20TB, those drives must be at least 10K in RPM speed, 12Gb/s SAS, and no larger than 2TB each.
- 3.1.1.11** Must be able to support up to 75 hard drives by default or by using expansion shelves or device federation.
- 3.1.1.12** Must support multi-level account management with individual account authentication.
- 3.1.1.13** Must support account locking after three unsuccessful login attempts.
- 3.1.1.14** Must support a user-defined banner before logon.
- 3.1.1.15** Must support an automatic session expiration timeout of no more than 30 minutes.
- 3.1.1.16** Must produce audit logs that have timestamps, user ID if available, action requested, success or failure of the action; and source address of the request if available.
- 3.1.1.17** Must be able to produce Audit logs that are capable of being exported or directed to external systems for long-term retention and review.
- 3.1.1.18** Must support masked (not clear-text) password entry.
- 3.1.1.19** Must support integration with an LDAP/Active Directory server for authentication of administrative accounts.

**REQUEST FOR QUOTATION
Storage Area Network (SAN)**

3.1.1.20 Must support logging to a Syslog server.

3.1.1.21 Must support Network Time Protocol (NTP) synchronization to an agency provided NTP server.

3.1.2 Maintenance and Warranty for SAN

3.1.2.1 Vendor must provide a three (3) year maintenance service and support warranty for one SAN, 24x7x8 support with the following features.

3.1.2.1.1 24-hours a day, 7 days a week access for telephone support for troubleshooting technical and configuration issues, plus onsite support when deemed necessary by the Agency.

3.1.2.1.2 Replacement parts must be delivered onsite within 8 hours of service call being made. Vendor must install replacement parts unless Agency agrees to perform installation.

3.1.2.1.3 Rights to new software releases

3.1.2.1.4 Access to security patches and firmware updates provided directly by each Original Equipment Manufacturer (OEM).

4. CONTRACT AWARD:

4.1 Contract Award: The Contract is intended to provide Agencies with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

4.1.1 Vendor should include with their bid a copy of any Software Terms and Conditions or licenses that the State of West Virginia or the Agency will have to agree or accept as a part of this solicitation. **This information will be required before Purchase Order is issued.**

4.1.2 Vendor should include a copy of Maintenance Terms and Conditions or Licenses that the State of West Virginia or the Agency will be required to agree or accept

**REQUEST FOR QUOTATION
Storage Area Network (SAN)**

as a part of this solicitation. **This information will be required before the Purchase Order is issued.**

4.2 Pricing Page: Vendor should complete the Pricing Page in its entirety. Vendor should complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in Vendor's bid being disqualified.

Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

Vendors who wish to respond to a centralized Request for Quotation (CRFQ) online may submit information through the state's wvOASIS vendor self-service (VSS). If unable to respond online, vendor must submit their pricing page with their submitted bid prior to the scheduled bid opening date.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. Vendor can download the electronic copy of the Pricing Pages from the wvOASIS Vendor Self-Service (VSS) website. If responding with a paper bid, Vendors should download and/or print the assembled CRFQ document (with the highest version number) from wvOASIS and insert their unit price and extended cost for each line item.

5. PAYMENT:

5.1 Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

6. DELIVERY AND RETURN:

6.1 Shipment and Delivery: Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order. Vendor shall deliver the Contract Items within fifteen (15) calendar days after receiving a purchase order.

**Contract Items must be delivered to Agency:
West Virginia State Tax Department
1001 Lee Street East, Charleston, WV 25301**

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if the shipment of the Contract Items will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the Contract, and/or obtaining the Contract Items from a third party.

REQUEST FOR QUOTATION
Storage Area Network (SAN)

Any Agency seeking to obtain the Contract Items from a third party under this provision must first obtain approval of the Purchasing Division.

- 6.3 Delivery Payment/Risk of Loss:** Vendor shall deliver the Contract Items F.O.B. destination to the Agency's location.
- 6.4 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.
- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

7 VENDOR DEFAULT:

7.1 The following shall be considered a vendor default under this Contract.

- 7.1.1** Failure to provide Contract Items in accordance with the requirements contained herein.
- 7.1.2** Failure to comply with other specifications and requirements contained herein.
- 7.1.3** Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 7.1.4** Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

- 7.2.1** Immediate cancellation of the Contract.

**REQUEST FOR QUOTATION
Storage Area Network (SAN)**

7.2.2 Immediate cancellation of one or more release orders issued under this Contract.

7.2.3 Any other remedies available in law or equity.

8. MISCELLANEOUS:

8.1 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Lee Erwin

Telephone Number: 312-924-4498

Fax Number: 800-294-5141

Email Address: lee.erwin@thinkahead.com

West Virginia Ethics Commission



Disclosure of Interested Parties to Contracts

Pursuant to *W. Va. Code* § 6D-1-2, a state agency may not enter into a contract, or a series of related contracts, that has/have an actual or estimated value of \$1 million or more until the business entity submits to the contracting state agency a Disclosure of Interested Parties to the applicable contract. In addition, the business entity awarded a contract is obligated to submit a supplemental Disclosure of Interested Parties reflecting any new or differing interested parties to the contract within 30 days following the completion or termination of the applicable contract.

For purposes of complying with these requirements, the following definitions apply:

"Business entity" means any entity recognized by law through which business is conducted, including a sole proprietorship, partnership or corporation, but does not include publicly traded companies listed on a national or international stock exchange.

"Interested party" or *"Interested parties"* means:

- (1) A business entity performing work or service pursuant to, or in furtherance of, the applicable contract, including specifically sub-contractors;
- (2) the person(s) who have an ownership interest equal to or greater than 25% in the business entity performing work or service pursuant to, or in furtherance of, the applicable contract. (This subdivision does not apply to a publicly traded company); and
- (3) the person or business entity, if any, that served as a compensated broker or intermediary to actively facilitate the applicable contract or negotiated the terms of the applicable contract with the state agency. (This subdivision does not apply to persons or business entities performing legal services related to the negotiation or drafting of the applicable contract.)

"State agency" means a board, commission, office, department or other agency in the executive, judicial or legislative branch of state government, including publicly funded institutions of higher education: Provided, that for purposes of *W. Va. Code* § 6D-1-2, the West Virginia Investment Management Board shall not be deemed a state agency nor subject to the requirements of that provision.

The contracting business entity must complete this form and submit it to the contracting state agency prior to contract award and to complete another form within 30 days of contract completion or termination.

This form was created by the State of West Virginia Ethics Commission, 210 Brooks Street, Suite 300, Charleston, WV 25301-1804. Telephone: (304)558-0664; fax: (304)558-2169; e-mail: ethics@wv.gov; website: www.ethics.wv.gov.

STATE OF WEST VIRGINIA
Purchasing Division
PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-14, the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code § 6A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, delinquent workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-20-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other firm or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code § 61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: AHEAD, LLC
Authorized Signature: [Signature] Date: 15 Jul 2019

State of Illinois
County of Cook, to-wit:

Taken, subscribed, and sworn to before me this 15 day of July, 2019.
My Commission expires November 1, 2021.

AFFIX SEAL HERE



NOTARY PUBLIC Alison Marie Kibbat
Purchasing Affidavit (Revised 01/19/2016)



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 – Info Technology

Proc Folder: 602821

Doc Description: 30TB SAN with Maintenance

Proc Type: Central Contract - Fixed Amt

| Date Issued | Solicitation Closes | Solicitation No | Version |
|-------------|------------------------|-------------------------|---------|
| 2019-08-08 | 2019-08-21 13:30:00 | CRFQ 0702 TAX2000000001 | 1 |

BID RECEIVING LOCATION

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

VENDOR

Vendor Name, Address and Telephone Number:

AHEAD, LLC
 401 N Michigan Avenue, 34th floor
 Chicago, IL 60611
 (312) 924-4492

FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

Signature X

FEIN # 20-8476250

DATE 20 August 2019

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

ADDITIONAL INFORMATION:

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed term contract for the purchase of hardware, software, licensing, and support for a Storage Area Network (SAN) solution, per the bid requirements, specifications, terms, and conditions attached to this solicitation.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER | |
| CHARLESTON | WV25339-1748 | 1001 LEE ST E, STE 1 CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--|---------|------------|------------|-------------|
| 1 | 30TB SAN w/warranty and 1st year maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43212200 | | | |

Extended Description :

Please see 3.1.1 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER | |
| CHARLESTON | WV25339-1748 | 1001 LEE ST E, STE 1 CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|----------------------|---------|------------|------------|-------------|
| 2 | 2nd Year Maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|----------------------|---------|------------|------------|-------------|
| 3 | 3rd Year Maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|----------------------|---------|------------|------------|-------------|
| 4 | 4th Year Maintenance | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

Contract will be evaluated based on the Total Bid Amount and awarded for the first year only.

Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

| | | | |
|----------------------|--------------------------------|--|------------------------------|
| TAX2000000001 | Document Phase Final | Document Description 30TB SAN with Maintenance | Page 4 of 4 |
|----------------------|--------------------------------|--|------------------------------|

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 21 – Info Technology

Proc Folder: 602821

Doc Description: Addendum No.01 - 30TB SAN with Warranty

Proc Type: Central Purchase Order

| Date Issued | Solicitation Closes | Solicitation No | Version |
|-------------|------------------------|-------------------------|---------|
| 2019-08-14 | 2019-08-21 13:30:00 | CRFQ 0702 TAX2000000001 | 2 |

BID RECEIVING LOCATION

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

VENDOR

Vendor Name, Address and Telephone Number:
 AHEAD, LLC
 401 N Michigan Avenue, 34th floor
 Chicago, IL 60611
 (312) 924-4492

FOR INFORMATION CONTACT THE BUYER

Brittany E Ingraham
 (304) 558-2157
 brittany.e.ingraham@wv.gov

Signature X  FEIN # 20-8476250 DATE 20 August 2019

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

ADDITIONAL INFORMATION:

Addendum

Addendum No.01 issued to publish and distribute the attached information to the vendor community.

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Tax Division to establish a fixed term contract for the purchase of hardware, software, licensing, and support for a Storage Area Network (SAN) solution, per the bid requirements, specifications, terms, and conditions attached to this solicitation.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|--------------|---------|------------|------------|-------------|
| 1 | 30TB SAN | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 43212200 | | | |

Extended Description :

Please see 3.1.1 of the attached specifications.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|------------------------------|---------|------------|------------|-------------|
| 2 | 3 Year Warranty for 30TB SAN | 1.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

Please see 3.1.2 of the attached specifications.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---|---------|------------|------------|-------------|
| 3 | This line is inactive - do not provide pricing. | 0.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

This line is inactive - do not provide pricing.

| INVOICE TO | | SHIP TO | |
|--|--------------|--|---------------|
| OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748 | | OPERATIONS DIVISION TAX DIVISION OF REVENUE CENTER 1001 LEE ST E, STE 1 | |
| CHARLESTON | WV25339-1748 | CHARLESTON | WV 25301-1725 |
| US | | US | |

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Total Price |
|------|---|---------|------------|------------|-------------|
| 4 | This line is inactive - do not provide pricing. | 0.00000 | EA | | |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 81111818 | | | |

Extended Description :

This line is inactive - do not provide pricing.

| | | | |
|----------------------|--------------------------------|--|------------------------------|
| TAX2000000001 | Document Phase Final | Document Description Addendum No.01 - 30TB SAN with Warranty | Page 4 of 4 |
|----------------------|--------------------------------|--|------------------------------|

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions