

ORDERING INSTRUCTIONS
AMA ADJ26-003 - GALL'S LLC - CADRE BOOTS

- 1) Complete Supply Request
- 2) Complete Order Form
- 3) Complete ADO
- 4) Complete PR Approval
- 5) Send ADO and Order Form to Bud Wilder (wilder-earl@galls.com)
AND Cc Lauryn Merchant (merchant-lauryn@galls.com)

CADRE BOOTS

Comm Line 1

HOME / FOOTWEAR / BOOTS / TACTICAL BOOTS / ROCKY C4T POLISHABLE BLACK TACTICAL POLICE BOOTS

★★★★★ Read 196 Reviews | 1 Question or [Write a Review](#)



ROCKY

ROCKY C4T POLISHABLE BLACK TACTICAL POLICE BOOTS

Item# SP077-BLK 105 M | Mfg# RY008-BLK 10.5 M



COLOR: BLACK



SIZE

5.5	5	6	6.5	7	7.5	8	8.5	9	9.5	10
10.5	11	11.5	12	13						

CADRE BOOTS

Comm Line 2

[Home](#) > [Footwear](#) > [Boots](#) > [Tactical Boots](#) > Men's Oakley SI Light Assault 2 Boots



5.0 ★★★★☆ [97 ratings](#)

Men's Oakley SI Light Assault 2 Boots

Color: Blackout



Select Shoe Size **8 - 14** ▾

Shoe Width: Medium ▾

Select Quantity:

Quantity: 1 ▾

ADD TO CART

CADRE BOOTS

Comm Line 3

MILITARY BOOTS / NIKE SFB B2 BOOTS

☆ Be the first to write a review



NIKE

NIKE SFB B2 BOOTS

FW1312



Manufacturer does NOT offer wide sizes.

COLOR BLACK



SIZE

6	6.5	7	7.5	8	8.5	9	9.5	10	10.5	11
11.5	12	12.5	13	14	15					

WIDTH

MEDIUM



State of West Virginia Agency Master Agreement

Order Date: 2026-01-11

CORRECT ORDER NUMBER MUST
APPEAR ON ALL PACKAGES,
INVOICES, AND SHIPPING PAPERS.
QUESTIONS CONCERNING THIS
ORDER SHOULD BE DIRECTED TO
THE DEPARTMENT CONTACT.

Order Number:	AMA 0603 0603 ADJ2600000003 1 <i>Type text here</i>	Procurement Folder:	1857315
Document Name:	Cadre Boots for Mountaineer Challenge Academy		
Document Description:	Cadre Boots for Mountaineer Challenge Academy		
Procurement Type:	Agency Master Agreement		
Buyer Name:	Cara M Suppa		
Telephone:	304-561-6481		
Email:	cara.m.suppa.nfg@army.mil		
Shipping Method:	Best Way		
Free on Board:	FOB Dest, Freight Prepaid		
Effective Start Date:		2026-01-09	
Effective End Date:		2027-01-08	

VENDOR			DEPARTMENT CONTACT		
Vendor Customer Code:	000000111991		Requestor Name:	Cara M Suppa	
GALLS LLC			Requestor Phone:	304-561-6481	
1340 RUSSELL CAVE RD			Requestor Email:	cara.m.suppa.nfg@army.mil	
LEXINGTON	KY	40505			
US					
Vendor Contact Phone:	999-999-9999	Extension:			
Discount Details:					
Discount Allowed	Discount Percentage	Discount Days			
#1 No	0.0000	0			
#2 No					
#3 No					
#4 No					

INVOICE TO		SHIP TO	
STATE FINANCE	ADJUTANT GENERALS OFFICE	STATE OF WEST VIRGINIA	
1703 COONSKIN DR		VARIOUS LOCATIONS AS INDICATED BY ORDER	
CHARLESTON	WV 25311-1085	No City	WV 99999
US		US	

Total Order Amount: Open End

Cara M Suppa

DEPARTMENT AUTHORIZED SIGNATURE
SIGNED BY : Cara M Suppa
DATE: 2026-01-11
ELECTRONIC SIGNATURE ON FILE

Extended Description:

The Vendor, Gall's LLC, agrees to enter into this open-end contract with the WV Adjutant General's Office, to provide different styled boots for the WV Challenge Academy North located at 1001 Army Road, Kingwood, WV and the WV Challenge Academy South located at 305 Fayette Pike, Montgomery, WV , per the bid requirements, terms, conditions, specifications, and the vendor's bid dated 1/05/2026, all incorporated herein by reference and made apart of hereof. See attached.

*****"Official signed" Agency Delivery Order (ADO) must be sent with Order Form listing sizes & quantities for each order. No orders should be placed without these two things being received from Agency. *****

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	53111500			EA	\$89.00
Service From		Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Rocky C4T Tactical Police Boots (or equal) Black

Extended Description:

Rocky C4T Tactical Police Boots (or equal) in Black
Sizes 5, 5.5, 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10, 10.5, 11, 11.5, 12, 13. Medium & Wide.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	53111500			EA	\$112.00
Service From		Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Oakley Assault 2 Boots (or equal) Black

Extended Description:

Under Armour Men's Shoe (or equal) in Black
Sizes 8, 8.5, 9, 9.5, 10, 10.5, 11, 11.5, 12, 12.5, 13, 13.5, 14. Medium & Wide.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
3	53111500			EA	\$126.00
Service From		Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Nike SFB B2 Tactical Boots (or equal) Black

Extended Description:

Nike SFB B2 Tactical Boots (or equal) in Black
Sizes 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10, 10.5, 11, 11.5, 12, 12.5, 13, 14, 15. Medium & Wide.

	Document Phase	Document Description	Page
			3
ADJ2600000003	Final	Cadre Boots for Mountaineer Challenge Academy	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

ORDER FORM

Gall's LLC.		CADRE BOOTS		AMA ADJ26*003		
PRICING PAGE						
COMM LINE #	BLACK ROCKY C4T Tactical Police Boots (Sizes 5 - 13)	Reg	Wide	QTY	UNIT PRICE	TOTAL
Commodity Line # 1	Rocky C4T Polishable Tactical Police Boots (or equal) Size 5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 5.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 6			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 6.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 7			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 7.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 8			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 8.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 9			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 9.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 10			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 10.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 11			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 11.5			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 12			\$	89.00	\$0.00
	Rocky C4T Polishable Tactical Police Boots (or equal) Size 13			\$	89.00	\$0.00
	Total Quantity			0		
				Total for CL 1 boots	\$0.00	
COMM LINE #	Men's Oakley SI Light Assault 2 Boots (Sizes 8 - 14)	Reg	Wide	QTY	UNIT PRICE	TOTAL
Commodity Line #2	Men's Oakley SI Light Assault 2 Boots (or equal) Size 8			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 8.5			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 9			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 9.5			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 10			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 10.5			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 11			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 11.5			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 12			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 13			\$	112.00	\$0.00
	Men's Oakley SI Light Assault 2 Boots (or equal) Size 14			\$	112.00	\$0.00
	Total Quantity			0		
				Total for CL 2 boots	\$0.00	
DESCRIPTION						
COMM LINE #	Nike SFB B2 Boots (Sizes 6 - 15)	Reg	Wide	QTY	UNIT PRICE	TOTAL
Commodity Line #3	Nike SFB B2 Boots (or equal) Sizes 6			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 6.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 7			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 7.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 8			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 8.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 9			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 9.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 10			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 10.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 11			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 11.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 12			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 12.5			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 13			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 14			\$	126.00	\$0.00
	Nike SFB B2 Boots (or equal) Sizes 15			\$	126.00	\$0.00
	Total Quantity			0	\$0.00	
				Grand Total	\$0.00	

EXHIBIT A - PRICING PAGE FOR MCA CADRE BOOTS

Spec. #	Rocky C4T Polishable Tactical Police Boots (or equal) - Color Black	Estimated Quantity	Flat Rate Amount	Extended Cost
3.1.1	Sizes 5 - 13 (see specifications), Medium and Wide	150	\$89.00 \$0.00	\$0.00 \$13,350.00
Spec. #	Oakley Assault 2 Boots (or equal) - Color Black	Estimated Quantity	Flat Rate Amount	Extended Cost
3.1.2	Sizes 8 - 14 (see specifications), Medium and Wide	150	\$112.00 \$0.00	\$0.00 \$16,800.00
Spec. #	Nike SB B2 Tactical Boots (or equal) - Color Black	Estimated Quantity	Flat Rate Amount	Extended Cost
3.1.3	Sizes 6 - 15 (see specifications), Medium and Wide	150	\$126.00 \$0.00	\$0.00 \$18,900.00
GRAND TOTAL FOR ALL		450		\$0.00 \$49,050.00
<p>Vendor Name: GALLS, LLC</p> <p>Vendor Street Address: 1340 Russell Cave Rd</p> <p>Vendor City, State, Zip: Lexington KY 40505</p> <p>Vendor FEIN #: 20-3545989</p> <p>Vendor Email address: bidreview@galls.com</p> <p>Vendor Phone #: 844-464-2557</p>				
** THIS PAGE MUST BE TURNED IN WITH YOUR BID **				



State of West Virginia
Agency Request for Quote
Athletic

Proc Folder: 1857315	Reason for Modification:		
Doc Description: Cadre Boots - Black - for Challenge Academy			
Proc Type: Agency Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-12-11	2026-01-05 14:30	ARFQ 0603 ADJ2600000001	1

BID RECEIVING LOCATION

ALL BIDS MUST BE SUBMITTED ELECTRONICALLY

wvOASIS Vendor Self Service (VSS)

Register and bid online at:

www.wvOASIS.gov WV 00000

US

VENDOR

Vendor Customer Code:

Vendor Name : GALLS, LLC

Address :

Street : 1340 Russell Cave Rd

City : Lexington

State : Kentucky

Country : USA

Zip : 40505

Principal Contact : Lauryn Merchant

Vendor Contact Phone: 859-800-1486

Extension:

FOR INFORMATION CONTACT THE BUYER

Cara M Suppa

304-561-6481

cara.m.suppa.nfg@army.mil

**Vendor
Signature X**

FEIN# 20-3545989

DATE 1/5/2025

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

ADDITIONAL INFORMATION

Please make sure you enter your bid amount for each separate commodity line - total of 3 commodity lines. Make sure you attach the Attachment A (Pricing Page) along with the last page of the Terms & Conditions with your bid as an uploaded attachment.

WVOASIS Helpdesk # 304-340-4850.

INVOICE TO	SHIP TO
ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	STATE OF WEST VIRGINIA
	VARIOUS LOCATIONS AS INDICATED BY ORDER
CHARLESTON US	No City US
	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Rocky C4T Tactical Police Boots (or equal) Black	150.00000	EA	\$89.00	\$13,350.00

Comm Code	Manufacturer	Specification	Model #
53111500	Rocky Brands		RY008

Extended Description:

Rocky C4T Tactical Police Boots (or equal) in Black
Sizes 5, 5.5, 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10, 10.5, 11, 11.5, 12, 13. Medium & Wide.

INVOICE TO	SHIP TO
ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	STATE OF WEST VIRGINIA
	VARIOUS LOCATIONS AS INDICATED BY ORDER
CHARLESTON US	No City US
	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Oakley Assault 2 Boots (or equal) Black	150.00000	EA	\$112.00	\$16,800.00

Comm Code	Manufacturer	Specification	Model #
53111500	Oakley		11188-02E

Extended Description:

Under Armour Men's Shoe (or equal) in Black
Sizes 8, 8.5, 9, 9.5, 10, 10.5, 11, 11.5, 12, 12.5, 13, 13.5, 14. Medium & Wide.

INVOICE TO	SHIP TO
ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	STATE OF WEST VIRGINIA
	VARIOUS LOCATIONS AS INDICATED BY ORDER
CHARLESTON US	WV
	No City US
	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Nike SFB B2 Tactical Boots (or equal) Black	150.00000	EA	\$126.00	\$18,900.00

Comm Code	Manufacturer	Specification	Model #
53111500	NIKE		FN3717

Extended Description:

Nike SFB B2 Tactical Boots (or equal) in Black
Sizes 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10, 10.5, 11, 11.5, 12, 12.5, 13, 14, 15. Medium & Wide.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions & Answers Due by 11:00AM EST	2025-12-22
2	Solicitation Closes at 2:30PM EST (BIDS DUE)	2026-01-05

	Document Phase	Document Description	Page
			4
ADJ260000001	Draft	Cadre Boots - Black - for Challenge Academy	

REQUEST FOR QUOTATION
Cadre Boots for Mountaineer Challenge

SPECIFICATIONS

- 1. PURPOSE AND SCOPE:** The West Virginia Adjutant General's Office is soliciting bids on behalf of Mountaineer Challenge Academy to establish an open-end contract for boots for the Cadre at all three programs – MCAN, MCAS, & MJCP.
- 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” or “Contract Items”** means the list of items identified in Section 3.1 below and on the Pricing Pages.
 - 2.2 “Pricing Pages”** means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as Exhibit A, and used to evaluate the Solicitation responses.
 - 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.

3. GENERAL REQUIREMENTS:

- 3.1 Contract Items and Mandatory Requirements:** Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.1 Rocky C4T Polishable Tactical Police Boots (or equal)

- 3.1.1.1** Boots must be black in color.
- 3.1.1.2** Boots must be made of water-Resistant & Fast Drying Materials.
- 3.1.1.3** Boots must weigh less than a pound.
- 3.1.1.4** Boots must have ventilation holes on outer sides to promote breathability.
- 3.1.1.5** Boots must have an EVA outsole that is Oil-, Slip-, & Abrasion Resistant.
- 3.1.1.6** Boots should have speed lacing system with NATO hooks & sturdy 550 grade nylon cord laces.
- 3.1.1.7** Boots must be available in half sizes from 5.5 – 11.5, 12, 13. Also must be available in Medium & Wide.

REQUEST FOR QUOTATION
Cadre Boots for Mountaineer Challenge

3.1.2 Oakley Assault 2 (or greater) Boots (or equal)

- 3.1.2.1** Boots must be black in color.
- 3.1.2.2** Boots must be made of water-Resistant & Fast Drying Materials.
- 3.1.2.3** Boots must weigh less than a pound.
- 3.1.2.4** Boots must have an EVA outsole that is Oil,- Slip-, & Abrasion Resistant.
- 3.1.2.5** Boots should have speed lacing system with NATO hooks & sturdy 550 grade nylon cord laces.
- 3.1.2.6** Boots must be available in half sizes from 8 – 14. Must be available in Medium & Wide. NIKE SFB B2 Boots (or equal)

3.1.3 NIKE SFB B2 Tactical Boots (or equal)

- 3.1.3.1** Boots must be black in color
- 3.1.3.2** Boots must be made of water-Resistant & Fast Drying Materials.
- 3.1.3.3** Boots must weigh less than a pound.
- 3.1.3.4** Boots must be slip resistant.
- 3.1.3.5** Boots should have dual zone lacing.
- 3.1.3.6** Boots must come in half sizes from 6 – 12.5, 13-15, Medium & Wide.

4. CONTRACT AWARD:

4.1 Contract Award: The Contract is intended to provide Agencies with a purchase price on all 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.

4.2 Pricing Pages: Vendor should complete the Pricing Pages & **attach** them with their bid. Vendor should complete the Pricing Pages in their entirety as failure to do so may result in Vendor's bids being disqualified.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases,

REQUEST FOR QUOTATION
Cadre Boots for Mountaineer Challenge

the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address:
nancy.c.baire.nfg@army.mil

5. ORDERING AND PAYMENT:

5.1 Ordering: Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.

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

6. DELIVERY AND RETURN:

6.1 Delivery Time: Vendor shall deliver standard orders within 30 (calendar) days after orders are received. Vendor shall deliver emergency orders within 5 working day(s) after orders are received. Vendor shall ship all orders in accordance with the above schedule and shall not hold orders until a minimum delivery quantity is met. If orders can not be filled, the Vendor will notify the Agency within 5 days of receipt of order that the order cannot be filled within the 30 (calendar) days.

6.2 We will not accept orders that are not filled within 30 calendar days without **prior** written/verbal approval.

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

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Agency.

6.4 Delivery Payment/Risk of Loss: Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with

**REQUEST FOR QUOTATION
Cadre Boots for Mountaineer Challenge**

the original freight bill attached to the invoice.

6.5 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.

6.6 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.

REQUEST FOR QUOTATION
Cadre Boots for Mountaineer Challenge

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

- 7.2.1** Immediate cancellation of the Contract.
- 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 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 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: Lauryn Merchant
Telephone Number: 859.800.1486
Fax Number: 877-914-2557
Email Address: Merchant-Lauryn@galls.com

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

(Agency Delegated Procurements Only)

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.

2A. 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:

Technical Questions are due on Monday, December 22, 2025 at 11:00AM EST.
Please email all questions to Cara.M.Suppa.nfg@army.mil by 11:00AM on Monday, 12/22/2025.

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 individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf. The required attribution of attendance to a single vendor should be addressed during the pre-bid but may occur at any time deemed appropriate by the Purchasing Division.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying 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.

3. VENDOR QUESTION DEADLINE: Vendors may submit questions relating to this Solicitation to the Agency Contact. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below 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 emails should have the solicitation number in the subject line.

Question Submission Deadline: Monday, December 22, 2025 at 11:00AM EST

Submit Questions to:

Cara Suppa

Email: CARA.M.SUPPA.NFG@ARMY.MIL

4. BID SUBMISSION: All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Agency on or before the date and time of the bid opening. Any bid received by the Agency staff is considered to be in the possession of the Agency and will not be returned for any reason.

4A. BID SUBMISSION

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 Agency.

SEALED BID:	Boots for Cadre (Must include Attachment A - Pricing Page)
BUYER:	Cara M. Suppa
SOLICITATION NO.:	ARFQ ADJ2600000001
BID OPENING DATE:	Monday, January 5, 2026 (Due Date for Bids)
BID OPENING TIME:	2:30 PM EST
FAX NUMBER:	FAXED BIDS ARE NOT ACCEPTED.

5. ADDENDUM ACKNOWLEDGEMENT: Changes or revisions to this Solicitation will be made by an official addendum issued by the Agency. 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.

6. 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.

7. 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 West Virginia 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.

8. 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.

9. 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.

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

11. 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 must 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>.

11A. 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, if reciprocal preference is requested by a West Virginia resident vendor, 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. Any request for reciprocal preference must include with the bid any information necessary to evaluate and confirm the applicability of the preference. A request form to help facilitate the request can be found at: <http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

12. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES: For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37 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.

13. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Agency staff immediately upon bid opening. The Agency will consider any file that cannot be immediately access 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 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 removed access restrictions to allow the Agency to print or electronically save documents provided that those documents are viewable by the Agency prior to obtaining the password or removing the access restriction.

14. 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.”

15. 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.”

16. 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., 5G-1-1 et seq. and the Freedom of Information Act in 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.

GENERAL TERMS AND CONDITIONS:
(Agency Delegated Procurements Only)

1. CONTRACTUAL AGREEMENT: Issuance of an Award Document signed by the Agency and approved as to form by the Attorney General's office, if required, constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, 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 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.

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
award _____ and the initial contract term extends until one (1) year _____.

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor. Any request for renewal should be delivered to the Agency 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.

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 and Agency.

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.

Construction/Project Oversight: This Contract becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the State Agency (or another page identified as _____), and continues until the project for which the vendor is providing oversight is complete.

Other: See attached.

4. AUTHORITY TO PROCEED: Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked in Section 3 above. If either "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

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/Award Document 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.

Construction: This Contract is for construction activity more fully defined in the specifications.

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 Agency by the Vendor as specified below.

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 upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications 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 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 cancellation, 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: _____ per occurrence.

Automobile Liability Insurance in at least an amount of: _____ per occurrence.

Professional/Malpractice/Errors and Omission Insurance in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

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.

9. WORKERS' COMPENSATION INSURANCE: 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. 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.

Liquidated Damages Are Not Included in this Contract.

11. 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.

12. 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.

13. PAYMENT IN ARREARS: Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software licenses, subscriptions, or maintenance may be paid annually in advance.

14. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer or 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.)

15. 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, included in the Contract, 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.

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. 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. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

18. CANCELLATION: The State 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 Agency 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.

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

20. 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.

20A. VENUE: All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.

21. 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. 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.

22. 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.

23. 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.

24. 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.

25. 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.

26. 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 and any other government agency or office that may be required to approve such assignments.

27. 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.

28. 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.

29. 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 www.state.wv.us/admin/purchase/privacy.

30. 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.

31. 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. 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.

32. ANTITRUST: In submitting a bid to, signing a contract with, or accepting an 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.

33. VENDOR NON-CONFLICT: Neither Vendor nor its representatives are permitted to have any interest, nor shall they 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.

34. 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.

35. 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.

36. NO DEBT CERTIFICATION: 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. By submitting a bid, or entering into a contract with the State, Vendor is affirming 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 in the statute cited above unless the debt or employer default is permitted under the statute.

37. 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.

38. 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.division@wv.gov.

39. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, 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. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

40. 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 hearth, 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.

41. 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.

42. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

43. VOID CONTRACT CLAUSES – This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

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.

Jerame Stephens, Bid and Proposal Specialist

(Printed Name and Title)

1340 Russell Cave Rd, Lexington, KY 40505

(Address)

844-464-2557 / 877-914-2557

(Phone Number) / (Fax Number)

bidreview@galls.com

(E-mail 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 this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the Vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

GALLS, LLC

(Company)



(Signature of Authorized Representative)

Mike Fadden, CEO

(Printed Name and Title of Authorized Representative)

1/5/2026

(Date)

844-464-2557 / 877-914-2557

(Phone Number) (Fax Number)

Revised 8/24/2023

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.:

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: **N/A**
(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.

GALLS, LLC

Company


Authorized Signature

1/5/2026

Date

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



System Capabilities

- *Secure Online Ordering System*
 - Galls eQuip is only accessible by users defined and approved by customer through unique user names and password assignment
- *Mobile Device Compatibility*
 - Galls eQuip is mobile responsive for ease of on-the-go ordering
 - Compatible with all smart phones and tablets
 - Can be accessed from any location
- *Configurable based on Customer Uniform Program Requirements*
 - Designed to support a broad range of customer uniform program requirements
 - A uniform program profile is established with each customer to be serviced through the Galls eQuip system
 - This profile defines the operating parameters in which the system will govern the program, to include: employee management, allotment management, product offering, delivery requirements, and invoicing
- *Employee Management*
 - Galls eQuip provides an employee based management and tracking segment.
 - Employee information, required to properly process order and provide management reports, is warehoused in our systems data storage. This information includes: employee code, name, address (if appropriate to the program requirement), anniversary date, department, rank, assigned location, designation, and employee group.
 - Historical & distribution data is also maintained for each employee. This data is the basis for management reports, and is collected as orders are placed and distributed. Historical data includes items distributed (to the size level), along with quantities and order/shipment dates.
- *Product Offering Management*
 - Product offerings for the uniform program are defined, and are assigned to the respective employee groups when a uniform program is established on the system.
 - Employee Groups, or shop-by locations, typically represents a job function or physical location. Such as if a uniform program was for a police department, there may be Shop-By Location for "Patrol", "Swat", "K-9", etc. with each group having a specific uniform products assigned to them. During order placement, only products associated with the

Shop-By Location the employee is assigned to are available for order. This ensures that the employee can only order those products required for his/her job function.

- Galls eQuip supports alterations, such as trouser hemming, application of badges, etc. These elements are defined based on the requirements of the uniform program, and may be limited to specific styles and employee groups.
- *Optional "Shop Galls" Feature for Galls eQuip*
 - Feature allows the customer to add the entire Galls.com product offering to their website at a negotiated percent discount off retail.
 - Reduces the need to call for quotes on items that are needed right away
 - Keep in mind that customized VAS options are not available on these items
- *Optional "Package Ordering" Feature*
 - Feature allows the user to create "Packages" of items that are frequently ordered at the same time (ex. "New Hire Package," "New Vehicle Package")
 - "Package" orders are bundled and shipped together by user
 - This feature reduces the number of clicks per order and reduces errors during order entry by ensuring that all needed items are ordered before processing
- *Optional Allotment Management*
 - The system provides employee allotment management based on dollars
 - If permitted by the uniform program profile, employees may purchase uniforms in excess of their allotment amount via credit card.
 - Allotments may be renewed on the employee's anniversary date, the calendar year (each January 1), or a specific date.
 - Unused allotments may be rolled over to the new allotment year in its entirety or to a predetermined maximum amount. Also a portion of the unused allotment may be rolled over, or no rollover based on the Uniform Program Profile.
 - If Allotment Management is required for the uniform program, the employee's available allotment is verified during the checkout process.
 - If the amount ordered exceeds the employee's available allotment and the program allows employee payments for amounts over the allotment via credit card, the checkout process remains active, and the employee will be prompted for credit card information during the checkout process.
 - If there is not sufficient allotment to cover the order amount and the program does not permit payment of the overage by the employee (via credit card), the checkout process will be disallowed until the order is altered to be within the employee's available allotment amount.
 - If the program has an allotment limit by product category, the payment for the amount over allotment will be forced to a credit card if credit card purchases are allowed (i.e. agency will only pay \$100 toward a footwear purchase).
 - If the program has allotment needs but also wants to allow orders paid for by the agency off of allotment, this can be accommodated along with a reason code for the purchase and purchase comments. Approval can be required for

this scenario and users will chose from a drop list of approvers (up to 3 levels of approval).

- *Optional Payroll Deduction Management*
 - Much like allotment management, the system can deposit, track, and renew payroll deduction funds to users
 - Renewal periods are identical to allotment renewals (anniversary date or calendar date)
 - Detailed month-end reporting available as well as on-demand reporting to track balances
 - Payroll deduction funds may be used in conjunction with other pay methods if allotment is exceeded or the employee does not have available funds on his/her credit card but need to make a purchase
- *Controlled Uniform Order Placement*
 - Galls eQuip controls uniform order placement by tying together the Employee, Product Offering, Shop-By Location and Allotment Management segments of the system, as governed by the uniform program profile.
 - Galls eQuip provides a web-based method for customer uniform administrators or employees to place uniform orders. The product offering and associated optional alteration options are displayed are based on the ordering employee's employee group assignment. Any mandatory alterations, such as standard department patch are garment, are hard code in the back system to ensure no mandatory alteration is missed during order placement on the website.
 - Galls eQuip allows for orders to be placed using a "shop-by individual" feature which provides an administrator the ability to place a large bulk uniform order and segment the order down to the individual employee level, eliminating the necessity to place a separate order for each employee.
- *Optional On-Line Order approval*
 - A customer may require all order or certain orders be approved by an Administrator prior to being processed. Galls eQuip allows for approval gates to be established from shipping to order dollar amount which are defined in the Uniform Program Profile. These orders remain in a "Hold for Approval" status until released by an Administrator. Galls eQuip provides information on these orders to the Administrators through system generated approval emails sent to the Administrator which allows the order to be approved through the links provided in the email, or on the Administrator's user dashboard on the website.
 - Upon order approval, the order is released to the back-office system for fulfillment. Denied orders assume a "denied" status, and are not released to the back-office system.

- *Integrated with Galls ERP system*
 - The system is integrated with Gall's order fulfillment system, to include functionality in the areas of distribution, inventory control, production planning and stock replenishment, as well as accounting support.
 - When an order is placed in the system, it is passed directly to the distribution system for fulfillment of the order. As the order makes its way through the fulfillment process, the system is updated: 1) to confirm that the order was successfully received into the distribution system, 2) when the order is in process, and 3) when shipment is made. Shipment quantities and shipment dates are included in the data passed to the system from the distribution system.
 - As a result of the system order being passed to our back-office systems, our perpetual inventory is allocated/depleted. Our production-planning module recognizes the inventory depletion, and if warranted, triggers the stock replenishment process.
- *Flexible, On-Demand Management Reporting*
 - Galls eQuip provides flexible, on-demand reporting with output into Excel .xls or Excel .xlsx, which allows for easy review and manipulation of the data output by the Administrators. The reporting can be sent directly to the requestors email or reviewed from the reports dashboard.
 - Available reports include:
 - Allotment Report
 - Order History Sales report
 - Itemized Sales report
 - Allotment Activity Report
 - Unit Allotment Activity Report
 - Backorder Report
 - Dropship Report
 - Within the various report offerings, the user may specify parameters such as date ranges, open or closed orders, or limit report data to a specific location or department, as applicable to the report.
- *Customer management of employees*
 - Galls eQuip system allows for department Administrators to have the ability to assign new users to the website, update user profiles, Shop-By Location, etc. should the customer chose the manager their own employee access to the website.
- *Customer management of inventory*
 - Galls eQuip provides a tool to track the customer's on-site inventory purchased by Galls as well as outside vendors.
 - The inventory management tool also allows Administrators to issue items to individuals, track those issues, and track return status of items. This gives administrators a

convenient place to create a history for all users and what items they may have in their possession.

- 5 Major Components:
 - Inventory Management—
 - Build custom inventory assortment, tree structure with branch/leaf design like UP assortment
 - Load SKUs from Uniform Program or load items received in via Non-Galls Receiving
 - Manually load inventory or push inventory in via Galls/Non-Galls Receiving
 - Serial Number/Expiration Tracking
 - Allows administrators to input the number of serial numbers to capture on an item and expiration in months
 - Users and administrators receive automatic notifications in advance of expiration dates
 - System is adaptable with standard UPC scanners and signature pads for quicker serial number entry and item issuing
 - Galls Receiving
 - Receive orders in to inventory that have been closed in GQ and designate assortment to load in to—inventory auto-loads
 - Receive orders in and “set-aside” for individuals so that they are not shown in “active” inventory under the Inv. Mgmt. tool
 - Order management dashboard that will allow quartermaster employees to receive in orders and notify users when their items are ready for pickup
 - Non-Galls Receiving
 - Manually receive in non-Galls order, can designate a receive date, vendor, vendor code, item number, description, qty, and assortment—inventory auto-loads to designated assortment to Inv. Mgmt tool
 - Agency Issues
 - Issue items to individuals, capture signature upon receipt by individual
 - Can return items from individuals and designate if “damaged” or “reusable” with “reusable” returns auto-loading back in to the Inv. Mgmt. tool
 - Reporting available on this feature
- *Budget Tracking*
 - Allows customers to load blanket purchase orders to their site to track purchasing under different budget allocations.

- Customer can assign a start/end date of the purchase order, amount that cannot be exceeded, and set low balance thresholds that will alert finance users that a new PO will need to be requested, generated, and loaded on to the site
 - The system will block orders that may cause the PO to be exceeded
- *Quote Management*
 - Galls eQuip provides a tool to allow customers to generate their own quotes in order to obtain purchase orders
 - Items going on the quote will need to be pre-loaded on to the site
 - This tool is helpful for agencies who have to submit quotes to their finance departments in order to obtain purchase orders, even if our pricing on eQuip is a constant, fixed price
- *Customer Onboarding Team Process*
 - Customers who meet the requirements will be provided with a dedicated program specialist who will assist in gathering program requirements, build out of the program, launch, and site launch support
 - This team will assist with training materials when needed and give the customer a point of contact for the duration of the build-out
 - Timelines for programs build will vary based on size and complexity.
- *eQuip Website Maintenance*
 - Allows customer's website administrator to add/remove product as needed
 - Customers can make changes to the site in lieu of contacting their sales rep for certain requests, although some requests may still require contact
 - Requests are trackable on the site and can be reviewed in real-time
 - Accommodates approval process for requests if needed
 - *Dedicated team for post-launch support is available to assist with requests*

System Availability, Security and Technical Information

- System is available 24x7
- Compatible with mobile devices via custom mobile experience
- Minimal service outages for maintenance/upgrades – scheduled to 4x per year, with emergency outages being communicated as soon as possible.
- System is based on IBM iSeries POWER 8 Technology
 - <http://www-03.ibm.com/systems/i/index.html>
 - Data Center includes multiple LPARs
 - Utilize Replication as a Service with a managed service partner who provides us with a similarly configured iSeries within their data center
- System utilized IBM DB2 for i data base
 - <http://www-03.ibm.com/systems/i/software/db2/index.html>

- System Security – Our Data Center is kept protected and secure
 - iSeries is housed in an internal Data Center that is protected via card entry scanning and video surveillance equipment
 - Our partner utilizes a similar configuration but also uses biometric scanning as an additional layer of protection
- Data Security and Protection
 - Utilize a layered approach that includes Next Gen firewalls along with DDoS protection, web application firewall, and SSL certificates
 - All secure web traffic is done using Verisign (Symantec) 2048 bit public key and SSL certificate 256 bit
 - Network is segmented and we are deploying Rate Limiting technology
- The system is designed to allow for a minimum doubling in size/volume of the business without requiring any upgrades