



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 1

[List View](#)**General Information**[Contact](#)[Default Values](#)[Discount](#)[Document Information](#)

Procurement Folder: 691866

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0803

Vendor ID: 000000224557 

SO Doc ID: DOT2000000157

Legal Name: SAITECH INC

Published Date: 4/30/20

Alias/DBA:

Close Date: 5/13/20

Total Bid: \$148,980.26

Close Time: 13:30

Response Date: 05/12/2020 

Status: Closed

Response Time: 18:52

Solicitation Description: ADDENDUM 2 CISCO ROUTERS & SWITCHES OR EQUAL (63200125)  

Total of Header Attachments: 1

Total of All Attachments: 1



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 691866

Solicitation Description : ADDENDUM 2 CISCO ROUTERS & SWITCHES OR EQUAL (63200125)

Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-05-13 13:30:00	SR 0803 ESR05122000000006624	1

VENDOR
000000224557 SAITECH INC

Solicitation Number: CRFQ 0803 DOT2000000157

Total Bid : \$148,980.26 **Response Date:** 2020-05-12 **Response Time:** 18:52:14

Comments:

FOR INFORMATION CONTACT THE BUYER
 Crystal G Hustead
 (304) 558-2402
 crystal.g.hustead@wv.gov

Signature on File	FEIN #	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	3.1.1 Cisco ISR 4321 Series Chassis Bundle or Equal-Year 1	10.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description : 3.1.1 CISCO ISR 4321 Series Chassis Bundle or equal with Year 1 Smart Net Coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.1 Cisco ISR 4321 Series Chassis Bundle or Equal-Year 2	10.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description : 3.1.1 CISCO ISR 4321 Series Chassis Bundle or equal with Year 2 Smart Net Coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	3.1.1 Cisco ISR 4321 Series Chassis Bundle or Equal-Year 3	10.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.1 CISCO ISR 4321 Series Chassis Bundle or equal with Year 3 Smart Net Coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	3.1.1 Cisco ISR 4321 Series Chassis Bundle or Equal-Year 4	10.00000	EA	\$3,509.050000	\$35,090.50

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.1 CISCO ISR 4321 Series Chassis Bundle or equal with Year 4 Smart Net Coverage

Comments: This includes all equipment requested with 4 years Smartnet coverage.
Includes
Qty 10 ISR4321/K9 Cisco Systems : Cisco ISR 4321 (2GE,2NIM,4G FLASH,4G DRA
Qty 40 CON-SSNT-ISR4321K Cisco Systems : SOLN SUPP 8X5XNBD Cisco ISR 4321 (2GE2NIM4G FLASH4G
DRAM

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	3.1.2 Cisco ISR 4331 Series Chassis Bundle or Equal-Year 1	6.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.2 CISCO ISR 4331 Series Chassis Bundle or Equal with Year 1 Smart Net Coverage.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	3.1.2 Cisco ISR 4331 Series Chassis Bundle or Equal-Year 2	6.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.2 CISCO ISR 4331 Series Chassis Bundle or Equal with Year 2 Smart Net Coverage.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	3.1.2 Cisco ISR 4331 Series Chassis Bundle or Equal-Year 3	6.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description : 3.1.2 CISCO ISR 4331 Series Chassis Bundle or equal with Year 3 Smart Net coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	3.1.2 Cisco ISR 4331 Series Chassis Bundle or Equal-Year 4	6.00000	EA	\$5,183.410000	\$31,100.46

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description : 3.1.2 CISCO ISR 4331 Series Chassis Bundle or equal with Year 4 Smart Net coverage

Comments: This includes all equipment requested with 4 years Smartnet coverage.
Includes
Qty 6 ISR4331/K9 Cisco Systems : CISCO 4331 3 PORT ROUTER. 6 SLOTS. DESKTOP, RACK, AND WALL MOUNTABLE. NOT ELIGIBLE FOR CISCO REBATES AND REPORTING. NON-CANCELLABLE AND NON-RETURNABLE

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	3.1.3 Cisco ISR 1101 Series Port Router or Equal-Year 1	55.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.3 Cisco ISR 1101 4 port router or equal with Year 1 Smart Net Coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	3.1.3 Cisco ISR 1101 Series Port Router or Equal-Year 2	55.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.3 Cisco ISR 1101 4 port router or equal with Year 2 Smart Net Coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	3.1.3 Cisco ISR 1101 Series Port Router or Equal-Year 3	55.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.3 Cisco ISR 1101 4 port router or equal with Year 3 Smart Net Coverage

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	3.1.3 Cisco ISR 1101 Series Port Router or Equal-Year 4	55.00000	EA	\$1,505.260000	\$82,789.30

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.3 Cisco ISR 1101 4 port router or equal with Year 4 Smart Net Coverage

Comments: This includes all equipment requested with 4 years Smartnet coverage.
 Includes
 Qty 55 C1101-4P Cisco Systems : ISR 1101 4 Ports GE Ethernet WAN Router
 Qty 220 CON-SSSNT-CISR1K4P Cisco Systems : SOLN SUPP 8X5XNBD ISR
 Qty 55 SL-1100-4P-SEC Cisco Systems : Security License for Cisco ISR 1100 4P Series

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	3.1.4 Cisco Extreme Networks 12 Port Switch or Equal	90.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.4 Cisco Extreme Networks 12 Port Switch or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	3.1.5 Cisco Extreme Networks 48 Port Switch or Equal	70.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.5 Cisco Extreme Networks 48 Port Switch or Equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	3.1.6 Cisco Extreme Networks 24 Port Switch or Equal	15.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : 3.1.6 Cisco Extreme Networks 24 Port Switch or Equal

Company Profile

Saitech Inc. was incorporated in 2002 with a mission of providing innovative technology solutions with outstanding cost savings to our valued clients worldwide. Saitech Inc. is a fast growing \$19 mil+ experienced, cost effective supply chain contractor to the U.S. government and various agencies, prime contractors & Fortune 500 companies.

Core Competencies

Data Center Solutions, Cyber Security, Cloud Computing, Virtualization, Network Optimization, AI & Machine Learning, IOT, Value Engineering, Storage Solutions, System Integrations & Systems Maintenance support.

Supply Chain Management, Component Kitting, Auto Replenishment, Logistics Support, Bill of Material Fulfillment, Test & Repair Services.



Experience

Saitech Inc. has a strong sales and technical team of 16 employees who are efficient and effective in solving our customer's unique IT requirements. Our clients attest to the quality and responsiveness by entrusting us with their challenging requirements. A small sample of our clients across the nation:

- DoD - DLA, Navy (NAVSEA/NAVAIR/SPAWAR), FBI & US Army Corps
- DoE, laboratories & contracts – SLAC Stanford, Lawrence Berkeley National Labs, MIT Lincoln Laboratory, Idaho National Lab, Northrop Grumman Technical Services, and Department of State, Labor, & Interior.
- State of California – Franchise Tax Board, Riverside County, Judicial Council of California, SMUD, El Dorado, Santa Clara Valley Water District

Niche/Differentiator

- 16+ years of Valuable IT industry Experience – Knowledge
- Excellent Track Record of Executed Contracts / Task Orders
- Over 1 million+ of Ready to Ship Inventory – Consignment Program
- One Stop Shop, Enabling Cost Efficiencies and Time Effectiveness
- ISO 9001:2015 certified by TUV America – Committed to Quality
- Financially Strong, Stable, and Reliable Business Capacity
- Risk Assessment and Business Continuity Plan in Place





➤ **Trust** ➤ **Quality** ➤ **Experience** ➤ **Service** ➤ **Commitment**

Headquarters (Facility)	Fremont, California [9,000 sq. ft.]
Employees	~16
Certified MBE Supplier	Western Regional Minority Supplier Development Council (WRMSDC - affiliated with NMSDC) US Pan Asian American Chamber of Commerce (USPAACC) California Public Utilities Commission (CPUC)
Certified Small Business Registrations	43694 (California) : SLEB Certified by Alameda County (15-00086) CCR GIDEP JCO ORCA SAM
DUNS Number	082826723 Rating: 3A1
NATO Supplier ID	4000062356
CAGE code	1YQH2
CMAS Contract Holder	3-17-70-3243C / 3-16-70-3243B
E-Rate Contractor	USAC: Schools and Libraries (E -Rate) Program. SPIN ID:143048361
GSA schedule 70 contract	GS-35F-287GA (IT Contract)

NAICS Codes:

339940	Office Supplies
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
811212	Computer and Office Machine Repair and Maintenance
541512	Computer Systems Integrator Services
511210	Software Publishers, Licensing, Subscriptions
541519	Other Computer Related Services

Certifications / Associations:

- ROHS / ANSI – ESD S20:20 Compliant
- ERAI –Electronics Reseller Association Inc. & Approved GIDEP Member
- National Defense Industrial Association, US Naval Institute Member

Advantages:

- Net Terms Approved Same Day to Corporate, Universities/K-12 Schools, Government Institutions
- Accepting All P-Cards, Visa, MC, Amex, Corporate and Government Purchase Orders
- Providing Complete Product Traceability and Certificate of Conformance

