



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 @ 3

List View

- General Information
- Contact
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- Discount
- Document Information
- Clarification Request

Procurement Folder: 1110201
Procurement Type: Central Purchase Order
Vendor ID: 000000184564
Legal Name: CONVERGEONE INC
Alias/DBA:
Total Bid: \$217,206.54
Response Date: 10/25/2022
Response Time: 11:11
Responded By User ID: Convergeone
First Name: Lynne'
Last Name: Fosson
Email: lfosson@convergeone.cc
Phone: 502-558-7331

SO Doc Code: CRFQ
SO Dept: 0506
SO Doc ID: WIC2300000001
Published Date: 10/18/22
Close Date: 10/25/22
Close Time: 13:30
Status: Closed
Solicitation Description: NETWORKING EQUIPMENT
Total of Header Attachments: 3
Total of All Attachments: 3



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

**State of West Virginia
 Solicitation Response**

Proc Folder: 1110201
Solicitation Description: NETWORKING EQUIPMENT
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2022-10-25 13:30	SR 0506 ESR10222200000002025	1

VENDOR
 000000184564
 CONVERGEONE INC

Solicitation Number: CRFQ 0506 WIC2300000001
Total Bid: 217206.5400000000081490725278 **Response Date:** 2022-10-25 **Response Time:** 11:11:07
Comments:

FOR INFORMATION CONTACT THE BUYER

Crystal G Husted
 (304) 558-2402
 crystal.g.husted@wv.gov

Vendor Signature X **FEIN#** **DATE**

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	24 Port Network Switch	49.00000	EA	2125.240000	104136.76

Comm Code	Manufacturer	Specification	Model #
84111600			

Commodity Line Comments: Manufacturer - Juniper
Model - EX4100-24P
Description - EX4100 24-Port 10/100/1000BaseT PoE+, 4x 10G SFP+ Uplink ports, 4x 25G SFP28 Stacking/Uplink ports, redundant fans, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately) with Standard SW. TAA Compliant.
Lead time is LESS THAN 210 Days.

Extended Description:

4.1.1 24 Port Network Switch

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	48 Port Network Switch	6.00000	EA	3390.850000	20345.10

Comm Code	Manufacturer	Specification	Model #
84111600			

Commodity Line Comments: Manufacturer - Juniper
Model - EX4100-48P
Description - EX4100 48-Port 10/100/1000BaseT PoE+, 4x 10G SFP+ Uplink ports, 4x 25G SFP28 Stacking/Uplink ports, redundant fans, 1 AC PSU JPSU-920-AC-AFO included (optics sold separately) with Standard SW. TAA Compliant.
Lead time is LESS THAN 210 Days.

Extended Description:

Spec 4.1.2 48 Port Network Switch

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Routers and Security License	55.00000	EA	1508.210000	82951.55

Comm Code	Manufacturer	Specification	Model #
84111600			

Commodity Line Comments: Manufacturer - Juniper
This Unit Price consists of two components:
(1) Model - SRX340-SYS-JB
Description - SRX340 Services Gateway includes hardware (16GE, 4x MPIM slots, 4G RAM, 8G Flash, power supply, cable and RMK) and Junos Software Base (Firewall, NAT, IPSec, Routing, MPLS and Switching).
Unit Cost - \$1,275.75
(2) Model - SVC-NDSRX340JB
Description - Juniper Care Next Day Support for SRX340-SYS-JB
Unit Cost - \$232.46
Lead time is LESS THAN 210 Days.

Extended Description:

4.1.3 and 3.5 Routers and Security License

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Wireless Access Point, Management License & Service	10.00000	EA	605.950000	6059.50

Comm Code	Manufacturer	Specification	Model #
84111600			

Commodity Line Comments: Manufacturer - Juniper
Model - MIST-AP32-1S-5Y
Description - Superior Performance Multigigabit WiFi 6 802.11ax Access Point (specify AP32 or AP32E) with BLE includes one 5yr
Cloud Subscription (default service is SUB-MAN) and a universal mounting bracket
Lead time is LESS THAN 210 Days.

Extended Description:

4.1.4 9 and 10 Wireless Access Point, Management License & Service

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Shipping and Delivery	1.00000	EA	3713.630000	3713.63

Comm Code	Manufacturer	Specification	Model #
84111600			

Commodity Line Comments: Estimated economy shipping costs for DDP DEST Incoterm to
160 Jacobson Drive, Dock 11, Poca, WV.
Premium shipping is available at additional cost.

Extended Description:

Shipping and Delivery



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

State of West Virginia
 Centralized Request for Quote
 Info Technology

Proc Folder: 1110201			Reason for Modification: ADDENDUM 1 TO PROVIDE ANSWERS TO VENDOR QUESTIONS
Doc Description: NETWORKING EQUIPMENT			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-10-18	2022-10-25 13:30	CRFQ 0506 WIC2300000001	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: 000000184564
Vendor Name : ConvergeOne, Inc.
Address :
Street : 10900 Nesbitt Aveue, South (Headquarters)
City : Bloomington
State : MN **Country :** USA **Zip :** 55437
Principal Contact : Lynne' C. Fosson, National Account Manager
Vendor Contact Phone: 502.558.7331 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Crystal G Hustead
 (304) 558-2402
 crystal.g.hustead@wv.gov

Vendor Signature X  **FEIN#** 41-1763228 **DATE** October 24, 2022

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

ADDITIONAL INFORMATION

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR AGENCY, THE WEST VIRGINIA DEPARTMENT OF HEALTH AND HUMAN RESOURCES, BUREAU FOR PUBLIC HEALTH, OFFICE OF NUTRITION SERVICES - WIC PROGRAM, IS SOLICITING BIDS TO ESTABLISH A CONTRACT FOR THE ONE-TIME PURCHASE OF NETWORKING EQUIPMENT TO INCLUDE NETWORK SWITCHES, ROUTERS, AND WIRELESS ACCESS POINTS PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO CRYSTAL.G.HUSTEAD@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS

INVOICE TO		SHIP TO	
HEALTH AND HUMAN RESOURCES BPH - NUTRITION SERVICES 350 CAPITOL ST, RM 519 CHARLESTON WV US		OFFICE OF HEALTH FACILITIES 160 JACOBSON DRIVE DOCK 11 POCA WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	24 Port Network Switch	49.00000	EA	\$2,125.24	\$104,136.76

Comm Code	Manufacturer	Specification	Model #
84111600	Juniper	EX4100 24-Port 10/100/1000BaseT PoE+, 4x 10G SFP+	EX4100-24P

Extended Description:
4.1.1 24 Port Network Switch

INVOICE TO		SHIP TO	
HEALTH AND HUMAN RESOURCES BPH - NUTRITION SERVICES 350 CAPITOL ST, RM 519 CHARLESTON WV US		OFFICE OF HEALTH FACILITIES 160 JACOBSON DRIVE DOCK 11 POCA WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	48 Port Network Switch	6.00000	EA	\$3,390.85	\$20,345.10

Comm Code	Manufacturer	Specification	Model #
84111600	Juniper	EX4100 48-Port 10/100/1000BaseT PoE+, 4X 10G SFP+	EX4100-48P

Extended Description:
Spec 4.1.2 48 Port Network Switch

INVOICE TO			SHIP TO		
HEALTH AND HUMAN RESOURCES			OFFICE OF HEALTH FACILITIES		
BPH - NUTRITION SERVICES			160 JACOBSON DRIVE		
350 CAPITOL ST, RM 519			DOCK 11		
CHARLESTON	WV		POCA	WV	
US			US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Routers and Security License	55.00000	EA	\$1,508.21	\$82,951.55

Comm Code	Manufacturer	Specification	Model #
84111600	Juniper	SRX340 Services Gateway (16GE, 4x MPIM slots) <i>plus Next Day Support (SVC-ND-SRX340JB)</i>	SRX340-SYS-JB

Extended Description:
4.1.3 and 3.5 Routers and Security License

INVOICE TO			SHIP TO		
HEALTH AND HUMAN RESOURCES			OFFICE OF HEALTH FACILITIES		
BPH - NUTRITION SERVICES			160 JACOBSON DRIVE		
350 CAPITOL ST, RM 519			DOCK 11		
CHARLESTON	WV		POCA	WV	
US			US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Wireless Access Point, Management License & Service	10.00000	EA	\$605.95	\$6,059.50

Comm Code	Manufacturer	Specification	Model #
84111600	Juniper	Superior Performance Multigigabit WiFi 6 802.11ax Access Point	MIST-AP32-1S-5Y

Extended Description:
4.1.4 9 and 10 Wireless Access Point, Management License & Service

INVOICE TO		SHIP TO	
HEALTH AND HUMAN RESOURCES BPH - NUTRITION SERVICES 350 CAPITOL ST, RM 519 CHARLESTON WV US		OFFICE OF HEALTH FACILITIES 160 JACOBSON DRIVE DOCK 11 POCA WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Shipping and Delivery	1.00000	EA	\$3,713.63	\$3,713.63

Comm Code	Manufacturer	Specification	Model #
84111600	Juniper	Not Applicable	Not Applicable

Extended Description: Shipping and Delivery Estimated economy shipping costs for DDP DEST Incoterm to 160 Jacobson Drive, Dock 11, Poca, WV. Premium shipping is available at additional cost.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	VENDOR QUESTION DEADLINE	2022-10-13

	Document Phase	Document Description	Page
WIC2300000001	Final	NETWORKING EQUIPMENT	5

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

October 14, 2022

Re: CRFQ 0506 WIC2300000001

To Whom it May Concern:

Juniper Networks (“Juniper”) is very pleased to confirm that as of the date of this letter the following partner is currently authorized to resell Juniper products, training services, and support and maintenance contracts to end-user customers as specified below:

Partner Name: CONVERGEONE, INC.
Partner Level: **Elite Plus**
Partner Territory: USA

Juniper is constantly reviewing their partner programs. Partner level, product authorizations, service specializations, and buying model relationship terms are always subject to change.

If you have any questions regarding our partnership or need additional information, please don't hesitate to contact:

Partner Account Manager: Tom McNamara
Phone: 978-589-0337
Email: mcnamarat@juniper.net

Sincerely,



Julianne Zuber
North America Channel Leader
Juniper Networks (US), Inc.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: WIC230000001

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

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

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" 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.

ConvergeOne, Inc.

Company



Authorized Signature

October 24, 2022

Date

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