



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

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 1167032	SO Doc Code: CRFQ
Procurement Type: Central Purchase Order	SO Dept: 0511
Vendor ID: 000000117794 <input type="button" value="Go"/>	SO Doc ID: MIS2300000001
Legal Name: SHI INTERNATIONAL CORP	Published Date: 2/17/23
Alias/DBA:	Close Date: 2/23/23
Total Bid: \$202,964.02	Close Time: 13:30
Response Date: 02/22/2023 <input type="button" value="Calendar"/>	Status: Closed
Response Time: 10:23	Solicitation Description: WIRELESS ACCESS POINTS (WAPS) NETWORKING EQUIPMENT
Responded By User ID: BrittanyPapa <input type="button" value="Go"/>	Total of Header Attachments: 1
First Name: Brittany	Total of All Attachments: 1
Last Name: Papa	
Email: brittany_papa@shi.com	
Phone: 732-652-7673	



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: 1167032
Solicitation Description: WIRELESS ACCESS POINTS (WAPS) NETWORKING EQUIPMENT
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2023-02-23 13:30	SR 0511 ESR02222300000003910	1

VENDOR
 000000117794
 SHI INTERNATIONAL CORP

Solicitation Number: CRFQ 0511 MIS2300000001
Total Bid: 202964.0199999999895226210355 **Response Date:** 2023-02-22 **Response Time:** 10:23:26
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	ExtremeWireless AP305C Wi-Fi6 2x2 Access Points	238.00000	EA	572.560000	136269.28

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments:

Extended Description:

Extreme Networks ExtremeWireless AP305C Wi-Fi6 2x2 Access Points, or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Extreme Networks EW TAC & OS AP305C, part number 97000-AP305	238.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111811			

Commodity Line Comments: No offering from Cisco to match this piece

Extended Description:

Extreme Networks EW TAC & OS AP305C, part number 97000-AP305C-FCC Technical Support Service, or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Extreme Cloud IQ Pilot SaaS Subscription & EW SaaS Support	238.00000	EA	280.230000	66694.74

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments:

Extended Description:

Extreme Cloud IQ Pilot SaaS Subscription & EW SaaS Support (MP# XIQ-PIL-S-C-EW- 5YR), for each wireless access point, AP305C FCC, for a term of five (5) years, or equal.



**SHI Response to
West Virginia Department of Health and Human
Resources Office of Management Information Services**

Wireless Access Points (Waps) Networking Equipment

February 23, 2023



SHI International Corp.

290 Davidson Avenue

Somerset, NJ 08873

888-764-8888

SHI.com

February 23, 2023

Crystal G Husted
crystal.g.husted@wv.gov

Dear Crystal G Husted:

SHI is pleased to provide the following proposal to West Virginia Department of Health and Human Resources Office of Management Information Services in response to your request for proposal for Wireless Access Points (WAPS) Networking Equipment. The intent of our proposal is to illustrate why we are best qualified to meet the needs of Health And Human Resources Management Information Service Management Information Service, providing evidence of our ability to deliver the highest quality solutions at the best possible cost.

SHI reserves the right to review and negotiate terms and conditions if awarded.

Over the past 33 years, SHI has transformed from a \$1 million “software-only” regional reseller into a leading global provider of technology services and solutions. We have over 6,000 employees worldwide and we are the largest Minority and Woman Owned Business Enterprise (MWBE) in the US. In 2021, SHI reported earnings of \$12 billion. Our Public Sector business represents \$3 billion of that overall number.

We believe our growth stems from several key factors:

- Our commitment to the Public Sector, with over 165 dedicated Public Sector sales representatives based within their State or region.
- Our ability to help our customers streamline and improve the management of their technology procurement, deployment, and recovery.
- Our extensive catalog and the ease with which we can expand our offerings to include new and emerging technology or partners that have a traditional direct to customer sales model.
- Our commitment to putting our customers’ needs first, with a specific focus on cost savings for every eligible contract user and every purchase.

We are confident that we are uniquely positioned to help, Health And Human Resources Management Information Service Management Information Service continue to focus on meeting their IT needs. Should you have any questions regarding our response, please contact your SHI Account Executive, Brittany Papa at brittany_papa@shi.com or +17326527673. Thank you for your consideration, and we look forward to working with Health And Human Resources Management Information Service Management Information Service on this project!

Respectfully,

Brittany Papa
PubSec Sr. Inside Account Executive

COMPANY OVERVIEW

SHI is a total IT solutions provider and value-added reseller, supplying comprehensive services and solutions through vendor-neutral, hardware and software partnerships, and our own internal team of experts. One of our greatest strengths is our ability to offer customers tremendous depth and breadth in choosing products (hardware, software, Cloud, Cybersecurity, and more) in conjunction with a wide range of complementary services. In short, we provide full IT solutions, and our focus aligns with the Port Authority's mission to State and Local customers.

SHI has the requisite experience and vendor partnerships in place to bring phenomenal value to our customers. Since its creation in 1994, our Public Sector Division has been successfully supporting State Government, Local Government, K-12, Higher Ed, Public Healthcare, and Federal entities across the country and around the globe. Customers in the Public Sector Field are supported by both an Account Executive and a dedicated Inside Sales Team, with unrivaled contributions from our Government Affairs Team, our Grants Team, and our Professional Development experts, who augment every custom solution we provide.

In addition, SHI's Public Sector Inside Team (previously named Small/Medium SLED division) focuses on supporting the needs of smaller agencies and municipalities to ensure they receive personalized attention regardless of their size. These organizations often are overlooked by large resellers, yet they have the same technology needs as their larger counterparts to stay current and competitive. This team consists of 185 Inside Account Executives (IAEs) who support customers' needs and who receive the same dedicated contributions from our Government Affairs Team.

We also offer Professional Development Training to provide customers with webinars and workshops around Integrating Technology into Workflow; Microsoft Office 365; Professional Communication and Decision Making; and many more. Our weekly webinars – cohosted with top OEM partners like Lenovo, Apple, VMWare, and Intel – provide informative and robust insight on emerging technology and meaningful tips on leveraging the constantly-changing IT landscape. Our Grants Team provides personalized guidance and expert consultation to help develop projects and win funding for your specific needs.

As an added benefit to all our Public Sector customers, SHI has Contract Vehicles available in all 50 states, and we offer competitively sourced contracts for Cloud; Software; Hardware; and Solutions through State specific options and a variety of National Consortia, including NASPO, OMNIA Partners, and Sourcewell. SHI experts help you procure specific products either through your State's contract or through our entire Technology Catalog via a Consortium contract. No matter what technology you're needing, we can help you align with the right contract and ensure a streamlined and cost-effective process.

In short, a successful business makes a million decisions every single day. Pricing, logistics, and technology recommendations all must be made within unforgiving deadlines in an extremely competitive marketplace. Luckily, SHI employees have the advantage of knowing that all our shared decisions – big or small – must only correctly answer one question: what is the right thing to do for the customer? And every decision at every level of SHI is based on the answer to one question: How will our choices affect the long-term relationship we have with the only shareholder that matters: our customers.

We encourage you to put the answer to that question to your advantage, every day.

SHI at a Glance



HEADQUARTERED
IN SOMERSET NJ

5,000+
EMPLOYEES



WORLD
WIDE

FOUNDED
1989



2021
REVENUE



\$12
BILLION

 **Largest**
MINORITY AND WOMAN
OWNED BUSINESS ENTERPRISE
(MWBE) IN THE UNITED STATES

 **Local Presence**
THROUGHOUT
THE U.S.

**NATIONAL
CONTRACTS**
WITH NASPO, OMNIA
AND SOURCEWELL





SHI STATEMENTS

Please Note: SHI reserves the right to review and negotiate terms and conditions if awarded.



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: 1167032
Doc Description: WIRELESS ACCESS POINTS (WAPS) NETWORKING EQUIPMENT
Proc Type: Central Purchase Order
Reason for Modification:

Date Issued	Solicitation Closes	Solicitation No	Version
2023-02-07	2023-02-23 13:30	CRFQ 0511 MIS2300000001	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code:

Vendor Name : SHI International Corp.

Address : 290 Davidson Ave

Street : Somerset, NJ 08873

City : Somerset

State : NJ

Country : Somerset

Zip : 08873

Principal Contact : Brittany Papa

Vendor Contact Phone: +17326527673

Extension:

FOR INFORMATION CONTACT THE BUYER

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

Vendor
 Signature X

Maguerite Berete - AW

FEIN# 22-3009648

DATE 02/22/2023

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

ADDITIONAL INFORMATION

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WEST VIRGINIA DEPARTMENT OF HEALTH AND HUMAN RESOURCES OFFICE OF MANAGEMENT INFORMATION SERVICES, IS SOLICITING BIDS TO ESTABLISH A CONTRACT FOR THE ONE-TIME PURCHASE OF TWO HUNDRED THIRTY-EIGHT (238) WIRELESS ACCESS POINTS (WAPS) NETWORKING EQUIPMENT AND LICENSING SOFTWARE 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 MANAGEMENT INFORMATION SERVICE ONE DAVIS SQUARE, RM 211 CHARLESTON WV US		HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE 321 CAPITOL ST, STE 200 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	ExtremeWireless AP305C Wi-Fi6 2x2 Access Points	238.00000	EA	572.56	136,269.28

Comm Code	Manufacturer	Specification	Model #
43222640	Cisco		MR44-HW

Extended Description:

Extreme Networks ExtremeWireless AP305C Wi-Fi6 2x2 Access Points, or equal

INVOICE TO		SHIP TO	
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE ONE DAVIS SQUARE, RM 211 CHARLESTON WV US		HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE 321 CAPITOL ST, STE 200 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Extreme Networks EW TAC & OS AP305C, part number 97000-AP305	238.00000	EA	N/A	N/A

Comm Code	Manufacturer	Specification	Model #
81111811	Cisco		LIC-ENT-5YR

Extended Description:

Extreme Networks EW TAC & OS AP305C, part number 97000-AP305C-FCC Technical Support Service, or equal

INVOICE TO		SHIP TO	
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE ONE DAVIS SQUARE, RM 211 CHARLESTON WV US		HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE 321 CAPITOL ST, STE 200 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Extreme Cloud IQ Pilot SaaS Subscription & EW SaaS Support	238.00000	EA	280.23	66,694.74

Comm Code	Manufacturer	Specification	Model #
43230000	Cisco		LIC-ENT-5YR

Extended Description:

Extreme Cloud IQ Pilot SaaS Subscription & EW SaaS Support (MP# XIQ-PIL-S-C-EW- 5YR), for each wireless access point, AP305C FCC, for a term of five (5) years, or equal.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	VENDOR QUESTION DEADLINE	2023-02-14

	Document Phase	Document Description	Page
MIS2300000001	Final	WIRELESS ACCESS POINTS (WAPS) NETWORKING EQUIPMENT	4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

SHI reserves the right to review and negotiate terms and conditions if awarded.



Pricing Proposal

Quotation #: 23121763
Reference #: CRFQ 0511 MIS2300000001
Created On: 2/21/2023
Valid Until: 2/28/2023

WV-Department of Health and Human Resources

Crystal Hustead

WV
United States
Phone: (304) 558-2402
Fax:
Email: crystal.g.hustead@wv.gov

Inside Account Executive

Brittany Papa

290 Davidson Ave.
Somerset, NJ 08873
Phone: 732-652-7673
Fax: 732-564-8698
Email: brittany_papa@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Retail	Your Price	Total
1 Meraki MR44 WiFi 6 Indoor AP Cisco Systems - Part#: MR44-HW Contract Name: Open Market Contract #: Open Market	238	\$1,537.75	\$572.56	\$136,269.28
2 Meraki MR Enterprise License, 5YR Cisco Systems - Part#: LIC-ENT-5YR Contract Name: Open Market Contract #: Open Market	238	\$752.63	\$280.23	\$66,694.74
			Total	\$202,964.02

Additional Comments

SHI SPIN: #143012572
SHI-GS SPIN (For Texas customers ONLY): #143028315
For E-rate SPI orders, applicant shall be responsible for payment of any outstanding or ineligible costs if USAC rejects reimbursement claim in whole or in part.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

SHI Vendor Number: 117794

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

All orders for Cisco equipment and related software and services submitted, beginning on December 29, 2021, are non-cancelable and cannot be modified starting 45 days prior to the scheduled ship dates. Non-cancelable orders are not eligible for RMA for credit.

The products offered under this proposal are Open Market and resold in accordance with the terms and conditions at [SHI Online Customer Resale Terms and Conditions](#).



We Are SHI

**We bring together
IT and Procurement
like never before**