



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](#) [Clarification Request](#)

Procurement Folder: 1442381

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0210

Vendor ID: VS0000009404

SO Doc ID: ISC2400000016

Legal Name: CDW GOVERNMENT LLC

Published Date: 6/12/24

Alias/DBA:

Close Date: 6/25/24

Total Bid: \$122,580.50

Close Time: 13:30

Response Date: 06/25/2024

Status: Closed

Response Time: 6:13

Solicitation Description: Addendum No 2 Extreme Networks IQ Software, or Equal OT24148

Responded By User ID: cdwgov

Total of Header Attachments: 1

First Name: Justin

Total of All Attachments: 1

Last Name: Schwier

Email: bidscdwg.com@cdw.com

Phone: (866) 339-3634



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:** 1442381  
**Solicitation Description:** Addendum No 2 Extreme Networks IQ Software, or Equal OT24148  
**Proc Type:** Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2024-06-25 13:30	SR 0210 ESR06242400000008009	1

**VENDOR**  
VS0000009404  
CDW GOVERNMENT LLC

**Solicitation Number:** CRFQ 0210 ISC2400000016  
**Total Bid:** 122580.5  
**Response Date:** 2024-06-25  
**Response Time:** 06:13:05  
**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
Toby L Welch  
(304) 558-8802  
toby.l.welch@wv.gov

<b>Vendor</b>		
<b>Signature X</b>	<b>FEIN#</b>	<b>DATE</b>

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	Extreme Networks ExtremeCloud IQ Software, or Equal	350.00000	EA	350.230000	122580.50

Comm Code	Manufacturer	Specification	Model #
43232900			

**Commodity Line Comments:** Please contact your dedicated CDW Account Representative Lucas Ogden at lucas.ogden@cdwg.com if you have any questions about this submission.

**Extended Description:**

4.1.1 Extreme Networks ExtremeCloud IQ Pilot - subscription license (MFG # XIQ-PIL-S-C-EW-5YR) or equal

(OT24148)

# State of West Virginia

**Extreme Networks IQ Software, or Equal**

Digital Response | 6/25/2024



---

© CDW Government LLC 2023 | 230 N. Milwaukee Ave. | Vernon Hills, IL 60061

To the extent allowable, all information and documents hereby submitted in response to the Centralized Request for Quote ("RFP/RFQ") furnished by State of West Virginia are the Proprietary and Confidential property of CDW Government LLC ("CDW-G").

6/25/2024

State of West Virginia  
2019 Washington Street  
Charleston, WV, 25305



One CDW Way  
230 N. Milwaukee Avenue  
Vernon Hills, IL 60061  
Toll-free: 800.808.4239  
F: 847.465.6800  
cdwg.com/PeopleWhoGetIT

**RE: CDW-G Response to State of West Virginia's Networking Equipment Refresh for Bldg 4 and Logan**

Dear James Bowles,

CDW-G understands the objective of the CRFQ is for State of West Virginia to identify a reliable and experienced supplier partner capable of managing your technology needs. Our response demonstrates CDW-G's ability to contribute to the overall success of this initiative. Specific advantages of partnering with us include:

- **Partnerships with Leading OEMs.** CDW-G's Diamond Certified Partnership status with Extreme Networks facilitates timely road mapping and other requests for information.
- **Configuration Expertise.** Extensive customized configuration services ensure products arrive at your locations ready to plug and play, maximizing your staff's productivity.
- **Dedicated Support.** Highly trained and experienced account team, including a dedicated account manager is responsible for coordinating all of your needs and ensuring customer satisfaction.
- **Turnkey with Breadth of Solutions.** Valuable presales consulting expertise assists with developing solutions that provide robust functionality, efficiencies, and cost savings.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact your account manager, Lucas Ogden, at (877) 685-2960, or via email at [lucas.ogden@cdwg.com](mailto:lucas.ogden@cdwg.com). We thank you for the opportunity to participate in this RFP process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,

\*

Justin Schwier  
Manager, Proposals  
CDW Government LLC

\*Please reference the attached CDW-G Terms of Offer found on page 11 of this response

# Bid Documents



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

<b>Proc Folder:</b> 1442381			<b>Reason for Modification:</b>
<b>Doc Description:</b> Extreme Networks IQ Software, or Equal (OT24148)			
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2024-06-05	2024-06-25 13:30	CRFQ 0210 ISC2400000016	1

BID RECEIVING LOCATION

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

VENDOR

**Vendor Customer Code:** 13347475

**Vendor Name :** CDW Government LLC

**Address :** 230

**Street :** N. Milwaukee Ave

**City :** Vernon Hills

**State :** IL **Country :** US **Zip :** 60164

**Principal Contact :** Justin Schwier

**Vendor Contact Phone:** (877) 685-2960 - **Extension:**  
Account Representative Lucas Ogden

FOR INFORMATION CONTACT THE BUYER

Toby L Welch  
(304) 558-8802  
toby.l.welch@wv.gov

Vendor  
Signature X

FEIN# 36-4230110

DATE 6/25/24

All offers subject to all terms and conditions contained in this solicitation  
\*Please reference the attached CDW-G Terms of Offer found on page 11 of this response



**ADDITIONAL INFORMATION**

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Office of Technology (WVOT) to establish a contract for a one-time purchase of Extreme Networks Cloud IQ Pilot - Subscription Licenses, or equivalent, per the attached documents

**INVOICE TO**

DEPARTMENT OF  
ADMINISTRATION  
OFFICE OF TECHNOLOGY  
1900 KANAWHA BLVD E,  
BLDG 5 10TH FLOOR  
CHARLESTON WV  
US

**SHIP TO**

WV OFFICE OF  
TECHNOLOGY  
BLDG 5, 10TH FLOOR  
1900 KANAWHA BLVD E  
CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Extreme Networks ExtremeCloud IQ Software, or Equal	350.00000	EA	\$350.23	\$122,580.50

Comm Code	Manufacturer	Specification	Model #
43232900	Extreme Networks	ExtremeCloud IQ Pilot - subscription license + ExtremeWork	XIQ-PIL-S-C-EW-5Y

**Extended Description:**

4.1.1 Extreme Networks ExtremeCloud IQ Pilot - subscription license (MFG # XIQ-PIL-S-C-EW-5YR) or equal

**SCHEDULE OF EVENTS**

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2024-06-13

	Document Phase	Document Description	Page 36
ISC2400000016	Final	Extreme Networks IQ Software, or Equal (OT24148)	

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

# Pricing Offer



Thank you for choosing CDW. We have received your quote.

Hardware

Software

Services

IT Solutions

Brands

Research Hub

## QUOTE CONFIRMATION

**JAMES BOWLES,**

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at <https://www.cdwg.com/content/cdwg/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions-.html>

**Convert Quote to Order**

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NXNM217	6/11/2024	NXNM217	13347475	<b>\$122,580.50</b>

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Extreme Networks ExtremeCloud IQ Pilot - subscription license + ExtremeWork</a>	350	7286337	\$350.23	\$122,580.50
Mfg. Part#: XIQ-PIL-S-C-EW-5Y				
Electronic distribution - NO MEDIA				
Contract: MARKET				

These services are considered Third Party Services, and this purchase is subject to CDW's [Third Party Cloud Services Terms and Conditions](#), unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such other written agreement.

The third-party Service Provider will provide these services directly to you pursuant to the Service Provider's standard terms and conditions or such other terms as agreed upon directly between you and the Service Provider. The Service Provider, not CDW, will be responsible to you for delivery and performance of these services. Except as otherwise set forth in the Service Provider's agreement, these services are non-cancellable, and all fees are non-refundable.

<b>SUBTOTAL</b>	\$122,580.50
<b>SHIPPING</b>	\$0.00
<b>SALES TAX</b>	\$0.00
<b>GRAND TOTAL</b>	<b>\$122,580.50</b>

<b>PURCHASER BILLING INFO</b>	<b>DELIVER TO</b>
-------------------------------	-------------------

**Billing Address:**

WEST VIRGINIA OFFICE OF TECHNO  
JAMES BOWLES  
1900 KANAWHA BLVD E  
BUILDING 5 10TH FLOOR  
CHARLESTON, WV 25305-0009  
**Phone:** (304) 400-9275

**Payment Terms:** Net 30 Days-Govt State/Local

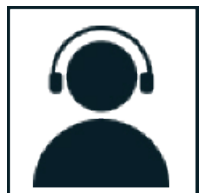
**Shipping Address:**

WEST VIRGINIA OFFICE OF TECHNO  
JAMES BOWLES  
1900 KANAWHA BLVD E  
BUILDING 5 10TH FLOOR  
CHARLESTON, WV 25305-0009  
**Phone:** (304) 400-9275

**Shipping Method:** ELECTRONIC DISTRIBUTION

**Please remit payments to:**

CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515

**Sales Contact Info**

**Lucas Ogden** | (877) 685-2960 | [lucas.ogden@cdwg.com](mailto:lucas.ogden@cdwg.com)

**LEASE OPTIONS**

FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
<b>\$122,580.50</b>	<b>\$3,469.03/Month</b>	<b>\$122,580.50</b>	<b>\$3,988.77/Month</b>

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

## Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

## General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

**Need Help?**

My Account



Support



Call 800.800.4239

**Apple Terms and Conditions**

Customer's use of iCloud, the Products or either of their incumbent software or functionality is subject to compliance with all end user licenses agreements ("EULAs"), Product terms and conditions, and iCloud terms and conditions (available at [www.apple.com/legal/internet-services/icloud/en/terms.html](http://www.apple.com/legal/internet-services/icloud/en/terms.html)) and any other terms

and conditions provided by Apple. Customer shall not use the Products, iCloud Storage APIs and iCloud service, or any component or function thereof, (i) to create, receive, maintain, or transmit protected health information (as defined at 45 C.F.R § 160.103); or (ii) in any manner that would make Apple or any other third-party distributor, supplier, or provider of those technologies a business associate, as defined under the Health Insurance Portability and Accountability Act of 1996 ("HIPAA") at 45 C.F.R. § 160.103, of the Reseller or any third party. If Customer is purchasing AppleCare, Customer agrees to the following terms and conditions: (i) Service Plan Terms and Conditions. Customer agrees to the Service Plan Terms and Conditions available at [www.apple.com/legal/sales-support/applecare/os-reseller-support/](http://www.apple.com/legal/sales-support/applecare/os-reseller-support/); (ii) Customer Responsibilities. Customer must be actively enrolled in AppleCare for Enterprise in order to purchase a Support Incident and receive Support Services thereunder. Customer will cooperate with Reseller when seeking Support Services by providing information necessary to assist Reseller in diagnosing an issue. Customer is responsible for any and all restoration or reconstruction of lost or altered files, data or programs. Customer will maintain and implement a complete data backup and disaster recovery plan. Customer is solely responsible for any and all security of confidential, proprietary or classified information of Customer and any third parties whose data Customer possesses or processes. Customer will not disclose to Reseller confidential, proprietary or any information that is subject to intellectual property rights that may expose Reseller to liability; and (iii) Data Protection. Customer agrees and understands that it is necessary for Reseller to collect, process and use Customer data in order to perform the service and support obligations under the Support Incident. This may include transferring Customer data to affiliated companies, service providers, and/or Apple.

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

© 2024 CDW•G LLC, 200 N. Milwaukee Avenue, Vernon Hills, IL 60061 | 800.808.4239

## CDW•G Terms of Offer

To the extent allowable, all information and documents hereby submitted in response to the Centralized Request for Quote ("CRFQ") furnished by State of West Virginia are the property of and are proprietary to CDW Government, LLC ("CDW•G").

Notwithstanding anything to the contrary contained in the Proposal, CDW•G declares its understanding that CDW•G's Terms and Conditions of Product Sales and Service Projects ("T&C"), as updated from time to time and provided on CDW•G's website at <https://www.cdw.com/content/terms-conditions/product-sales.aspx>, constitute the terms and conditions controlling the transaction contemplated by the RFP, except as otherwise agreed upon in writing by the parties. CDW•G requests that Customer review and confirm acceptance of the T&C or, if necessary, negotiate with CDW a mutually agreeable final contract. CDW•G shall not be bound to any term(s) of the RFP or the Proposal or to any contract related to the RFP until or unless: (i) Customer confirms in writing its acceptance of the T&C; or (ii) authorized representatives of CDW•G and Customer execute a written contract that is separate from the Proposal.

Except as otherwise set forth above, CDW•G agrees to maintain the validity of the Proposal for a period of thirty (30) days from the CRFQ -established due date ("Validity Period"), provided that there are no extraordinary changes in pricing due to unique market conditions, product discontinuation, manufacturer price changes, or other extenuating circumstances. In order to ensure CDW•G's commitment to the pricing levels and other proposed offerings contained in the Proposal, Customer may notify CDW•G via mail or e-mail that either: (i) Customer accepts CDW•G's Proposal and agrees to be bound by the T&C, or (ii) Customer intends to negotiate with CDW•G a separate agreement during the Validity Period.

CDW•G will conduct any negotiation of a final agreement with Customer in good faith. Notwithstanding the foregoing, any prices or other privileges contemplated in the Proposal shall commence on the effective date of agreement between the parties or the date of agreement or amendment to an existing agreement between the parties.

