



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

# Request for Quotation

RFQ NUMBER  
**VET06035**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**RON PRICE**  
**304-558-0492**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

STI Networks  
 P.O. Box 810  
 21156 SR 243  
 Proctorville, OH 45669

SHIP TO

DIVISION OF VETERANS AFFAIRS  
 ATTENTION: C. PRATHER  
 SUITE 101  
 1321 PLAZA EAST  
 CHARLESTON, WV  
 25301-1400 558-3661

DATE PRINTED <b>05/07/2006</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **06/14/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-57		
<p>DIGITAL/IP HYBRID TELEPHONE SYSTEM</p> <p>FOR THE WV VETERANS NURSING HOME IN CLARKSBURG. INSTALLATION TO BE COMPLETED NO LATER THAN 9/16/06</p> <p>A MANDATORY ON-SITE PRE-BID CONFERENCE WILL BE HELD ON MAY 25, 2006 AT 10:30 AM AT THE NURSING HOME. FAILURE TO ATTEND THE PRE-BID WILL RESULT IN DISQUALIFICATION OF THE BID.</p> <p>SPECIFICATIONS ARE ATTACHED</p> <p>CONTRACTORS LICENSE</p> <p>WEST VIRGINIA STATE CODE 21-11-2 REQUIRES THAT ALL PERSONS DESIRING TO PERFORM CONTRACTING WORK IN THIS STATE MUST BE LICENSED. THE WEST VIRGINIA CONTRACTORS LICENSING BOARD IS EMPOWERED TO ISSUE THE CONTRACTORS LICENSE. APPLICATIONS FOR A CONTRACTORS LICENSE MAY BE MADE BY CONTACTING THE WEST VIRGINIA DIVISION OF LABOR CAPITOL COMPLEX, BUILDING 3, ROOM 319, CHARLESTON, WV 25305. TELEPHONE: (304) 558-7890.</p> <p>WEST VIRGINIA STATE CODE 21-11-11 REQUIRES ANY PROSPECTIVE BIDDER TO INCLUDE THE CONTRACTORS LICENSE NUMBER ON THEIR BID.</p> <p>BIDDER TO COMPLETE: <i>Service Telecommunications Inc.</i>            CONTRACTORS NAME - ... <i>DBA: STI Networks</i>            CONTRACTORS LICENSE NO. - <i>WV 014994</i></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: **740-886-3315** DATE: **20 June 06**

TITLE: *Sr. Sales Engineer* FEIN: **31-127-6581** ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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<p>THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FURNISH A COPY OF THEIR CONTRACTORS LICENSE PRIOR TO ISSUANCE OF A PURCHASE ORDER/CONTRACT.</p> <p>WAGE RATES: THE CONTRACTOR OR SUBCONTRACTOR SHALL PAY THE HIGHER OF THE U.S. DEPARTMENT OF LABOR MINIMUM WAGE RATES AS ESTABLISHED FOR HARRISON COUNTY, PURSUANT TO WEST VIRGINIA CODE 21-5A, ET, SEQ. (PREVAILING WAGE RATES APPLY TO THIS PROJECT)</p> <p>WORKERS' COMPENSATION: VENDOR IS REQUIRED TO PROVIDE A CERTIFICATE FROM WORKERS' COMPENSATION IF SUCCESSFUL.</p> <p>EXHIBIT 10</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NOS.:</p> <p>NO. 1 ..... <i>RC</i> .....</p> <p>NO. 2 ..... <i>RC</i> .....</p> <p>NO. 3 ..... .....</p> <p>NO. 4 ..... .....</p> <p>NO. 5 ..... .....</p>						

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF THE BIDS.</p> <p><i>[Signature]</i> ..... SIGNATURE  <i>ST.I. Networks</i> ..... COMPANY  <i>20 June 06</i> ..... DATE</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( ) BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p>						

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BID OPENING DATE: **06/14/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>( ) BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( ) BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>( ) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH</p>						

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BID OPENING DATE: 06/14/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: -----</p> <p>DATE: -----</p> <p>SIGNED: -----</p> <p>TITLE: -----</p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S)</p>						

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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p style="text-align: center;">NOTICE</p> <p>AN ORIGINAL, SIGNED BID MUST BE SUBMITTED TO:</p> <p style="padding-left: 40px;">DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15          2019 WASHINGTON STREET, EAST          CHARLESTON, WV 25305-0130</p> <p>AN EXACT DUPLICATE MUST BE SUBMITTED TO:</p> <p style="padding-left: 40px;">STATE AUDITOR'S OFFICE          BID OBSERVER          BUILDING 1, ROOM W114          1900 KANAWHA BOULEVARD, EAST          CHARLESTON, WV 25305-0230</p> <p>BOTH BIDS MUST CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPES OR THE BIDS MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: 41</p> <p>RFQ. NO.: VET06035</p> <p>BID OPENING DATE AND TIME</p>						

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BID OPENING DATE: **06/14/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- <b>740-886-7391</b> -----  CONTACT PERSON (PLEASE PRINT CLEARLY): ----- <b>Rich Crowder</b> -----   ***** THIS IS THE END OF RFQ VET06035 ***** TOTAL: _____						

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## WV BUREAU OF VETERANS AFFAIRS

The West Virginia Division of Veterans Affairs (WVDVA) is releasing this Request for Quotations (RFQ) for a new digital / IP hybrid telephone system for the WV Veterans Nursing Facility located adjacent to the Louis A. Johnson VA Medical Center, One Medical Center Drive, Clarksburg, WV 26301. This RFQ includes all the labor and materials for a complete install.

A mandatory pre-bid conference shall be conducted at the West Virginia Veterans Nursing Facility located adjacent to the Louis A. Johnson VA Medical Center, One Medical Center Drive, Clarksburg, WV 26301, date, time and location to be determined. All interested bidders are required to be present at this meeting. Failure to attend the mandatory pre-bid conference shall automatically result in disqualification. No one person can represent more than one vendor

The system must be a new digital / IP hybrid telephone system from a manufacturer that appears on the Gartner "Magic Quadrant for North American Corporate Telephony, 2005". The manufacturers that are listed are Alcatel, Avaya, Cisco Systems, Inter-Tel Mitel Networks, NEC, Nortel, ShoreTel, Siemens, 3Com, Toshiba, and Vertical Communications.

The system must be configured with two (2) ISDN PRI Centrex Circuits, eight (8) analog Centrex lines and two hundred (200) stations. It must be expandable to a minimum of three (3) ISDN PRI Centrex Circuits, sixteen (16) analog Centrex lines and two hundred fifty (250) stations with the use of cards, boards, etc. Two (2) of the stations must be PC consoles that will provide the operator with call status and direct call transfer capability. The system must be installed with ninety five (95) stations that have a minimum of sixteen (16) programmable buttons a minimum 2 line by 16 characters LCD, a message waiting light and must be speakerphone capable for all internal and external calls. The system must be installed with one hundred (100) stations that are analog (2500 type) stations for resident and facilities use. The final three (3) stations must be full-duplex conference telephones.

This is a new building. Vendors must use installed wiring wherever possible. All wiring, new and re-used, becomes the responsibility of the successful vendor and must be covered by the system warranty and post-warranty maintenance agreement. All stations will be located in locations that are already wired. No new wire runs will need to be included in this procurement.

In addition to the previously mentioned requirements, all systems must meet the following requirements: Caller ID, minimum of 3 party conference calling, contain surge protection, volume control for the ringer, speaker phone and handset, hold button, last number redial, access to paging through the speakerphone, automatic line selection, headset adaptable, call pick-up group assignments, call forwarding of station within system, call ring-back on intra-office transfers which are unanswered, mute button, minimum of 10 speed dials per station, call park, remote



access to the Voice Processing system, and, button access to conference call feature. The features that require button access may be fixed feature buttons on the stations or may be programmed on programmable buttons.

The system must include an integrated voice processing system. The voice processing must include an Automated Attendant that will answer all incoming calls or be programmable answer calls after "x" number of rings (minimum 3 rings, maximum 6 rings). The Automated Attendant must allow the caller to enter a WVBVA employee's extension number and be transferred to that extension, or allow the caller to enter "zero" (0) and be transferred to a central answering position. The voice processing system must also include a voice mail system that will answer calls to extensions after "x" number of rings (minimum of 0 rings, maximum of 6 rings) and allow the caller to leave a message in a mailbox that is password protected to that extension user. The voice mail system must allow for outcall notification whenever a message has been left in a mailbox. The voice mail system must allow each mailbox to program two different greetings. The voice mail system must allow users to change their greetings and to forward messages to another mailbox on the system. The voice mail system must allow WVBVA staff to change greetings remotely from any touch tone telephone. The voice processing system must include a minimum of 6 ports and 120 hours of storage, and must be expandable to a minimum of 12 ports and 240 hours of storage. The voice processing system must be programmable by WVBVA staff for use on all incoming calls, as a back-up to live operators during business hours, or to work only after hours according to the circumstances of that particular time.

The system must include a Call Accounting System to provide, at a minimum, the following information: extension making the call; the number called; the duration of the call; the time and date of the call; and, the cost of the call. The Call Accounting System must store the information for a minimum of 7500 toll calls only. The vendors must include the cost of a computer and printer if one is necessary for the Call Accounting System. The Call Accounting System must be accessible by more than one computer within WVBVA or by any computer on WVBVA's internal network.

The proposed system must be adaptable to utilize IP Telephony station and/or Voice over IP trunk technology should the State of West Virginia decide to make use of such service at some point during the life of the proposed system. This technology must be fully integrated into the installed system. A third party add on unit is not acceptable.

The proposed system must include a UPS system that will power the complete telephone system, PC Consoles, voice processing system, and call accounting system for a minimum of four (4) hours in the event of a power outage. The system shall include lightning and surge protection. Any damage to the system caused by lightning and/or power surges must be covered by the system warranty and any post-warranty maintenance agreement.

Each vendor's proposed cost must include the complete training of all WVBVA staff on the use of the telephone system and voice processing system. The successful vendor must also include the training of four system administrators, which will include training on voice mail

administration and the administration of the telephone system including adding features to extensions. The System Administrator training must be manufacturer or "factory" based training at a vendor location.

The system must have the capability to extend system diagnostic abilities to a remote location. This permits the State's centralized technicians to interrogate the switching system, determine its status, and run tests to determine the causes of faults or failures. The proposed system must allow access via the Statewide Backbone Network or modem over the public telephone network.

#### **Response Time**

Vendors must respond to a service call within the following guidelines:

- Minor outage: 10% or less system outage
  - 4 business hour callback from Technician
  - 16 business hour system restored
- Major outage: 11% or more system outage
  - 2 business hour callback from Technician
  - 8 business hour system restored

#### **Optional equipment (Not included as part of the award)**

As an option vendors are requested to include the cost of fifteen (15) Wireless telephones. These phones must meet or exceed the features and functionality of the SpectraLink i640 phones. Vendor's response must include all information required to meet these minimum requirements.

Vendors shall quote a straight purchase price, including installation, training and minimum of one year warranty. **Vendor must include a detailed equipment list that at a minimum lists per item pricing, item part number, and part description.** Vendors shall also quote post-warranty maintenance for a five year life of the system. The WVBVA will not accept more than a two-year warranty as part of the purchase price. The successful vendor shall be the one with the lowest straight purchase price plus post-warranty maintenance for a five year life of the system.

# AFFIDAVIT

**West Virginia Code §5A-3-10a states:**

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions.

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**EXCEPTION:**

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**LICENSING:**

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

**CONFIDENTIALITY:**

The vendor agrees that he or she 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. Vendors should visit [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy) for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Service Telecommunications, Inc. dba: STI Networks

Authorized Signature:  Date: 20 June 06

**WV BUREAU OF VETERANS AFFAIRS****Pricing Sheet**

a) Installed system price: \$ 92,031

b) 5 Year post-warranty maintenance: \$ 29,160  
\$607.50 X 48 Months.

a+b = total system price \$ 121,191.<sup>00</sup>

• Optional equipment pricing: \$ 25,203.<sup>00</sup>

DIVISION OF VETERANS AFFAIRS---RFQ#: VET06035  
CLARKSBURG, WV

Prepared by: Rich Crowder  
DATE: June 21, 2006

EQUIPMENT	QTY	MLP UNIT	Installed COST	
Mitel SX3300, 50004190	1	3000	\$3,000	
Analog Option Card, 50003725	1	800	\$800	
Quad DSP MMC, 50002979	1	1200	\$1,200	
3300 Universal NSU, 50004990	1	2500	\$2,500	
Peripheral Node III, 50004203	1	4370	\$4,370	
DUAL FIM, 50001248	1	500	\$500	
ASU - 24 Port, 50001267	2	2500	\$5,000	
Power Cord Pk., 50002976	2	35	\$70	
ONS Class Line Card, MC320FA	4	1999	\$7,996	
DNIC Line Card, MC330AB	6	1512	\$8,165	
	0	0	\$0	
SS4025--Backlit 9132-025-202	95	281	\$26,695	Note *
5303 Conference Phone, 50001900	3	498	\$1,494	
5550 IP Console, 50003071	2	2067	\$4,134	
3300 6.1 MX/LX Base Software, 50005156	1	2350	\$2,350	
3300 IP Phone Licence, 52001151	2	79.5	\$159	
3300 Digital Link License, 54000303	2	1326	\$2,652	
1 Mailbox License, 54000297	200	38	\$7,600	
Dell Dimension 1100 Computers; Three (3) systems with required hardware	1	1683	\$1,683	
Call Accounting Software & Printer	1	1538	\$1,538	
S/L DESK PHONE, w/MW	100	29.7	\$2,970	
UPS System	1	1620	\$1,620	
UPS Call Accounting & PC Consoles	3	270	\$810	
1 week Mitel Factory Training (2 persons)	1	4725	\$4,725	
Installation Labor-Programming	1	Inc Inc		

Note \*

Bid exception, Mitel 4025 telephones have 14 fixed programmable keys.

Total System \$92,031

DIVISION OF VETERANS AFFAIRS---RFQ#: VET06035  
 CLARKSBURG, WV  
 WIRELESS OPTION

Prepared by: Rich Crowder  
 DATE: June 21, 2006

EQUIPMENT	QTY	MLP UNIT	Installed COST
SVP SERVER, 51008199	1	1950	\$1,950
POWER SUPPLY, 51008221	1	45	\$45
i640 WIRELESS HEADSET, 51008184	15	521	\$7,815
BATTERY FOR i640, 51008186	15	62	\$930
DESK TOP CHARGER, 51008188	15	40.5	\$608
CHARGER POWER SUPPLY, 51008209	15	5	\$75
HP POE SWITCH 2600-8	3	863	\$2,589
HP ACCESS POINTS	18	498	\$8,964
OUTDOOR ANT & CABLES	1	675	\$675
3300 IP Phone Licence, 52001151	15	79.5	\$1,193
UPS FOR POE SEITCHES	3	120	\$360
 Installation Labor-Programming	 1	 Inc Inc	
Total System			\$25,203



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

# Request for Quotation

RFO NUMBER  
**VET06035**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**RON PRICE**  
**304-558-0492**

VENDOR



RICH CROWDER  
 STI NETWORKS  
 P O BOX 810  
 PROCTORVILLE OH 45669

SHIP TO

DIVISION OF VETERANS AFFAIRS  
 ATTENTION: C. PRATHER  
 SUITE 101  
 1321 PLAZA EAST  
 CHARLESTON, WV  
 25301-1400 558-3661

DATE PRINTED <b>05/30/2006</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **06/14/2006** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				RESPONSES TO QUESTIONS AS PER THE ATTACHED PLUS THE REQUESTED FOOTPRINT OF THE BUILDING.		
				NOTE: IT IS NOT NECESSARY TO FURNISH A COPY OF THE BID TO THE BID OBSERVER AFTER JUNE 8, 2006.		
0001	1	LS		725-57		
				DIGITAL/IP HYBRID TELEPHONE SYSTEM		
***** THIS IS THE END OF RFQ VET06035 ***** TOTAL:						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Rich Crowder</i>	TELEPHONE <b>740-886-3315</b>	DATE <b>20 June 06</b>
TITLE <i>Sr. Sales Engineer</i>	FEIN <b>31-127-6581</b>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

1-The analog 2500 type sets, do require a message waiting light for these phones for voice mail?

**All stations on the system must include a message waiting light**

2-Will the residents have voice mail?

**The system must be configured to allow all stations to have voice mail**

3-You are wanting the call accounting system to be accessible from more than one PC.

Can you confirm the PC's will be connected to the LAN?

**The call accounting system must be a stand-alone vendor supplied PC and it, along with all the PC's that need access, will be connected to the LAN**

4-If voice mail requires a dedicated PC, do want us to include the price of the PC in our proposal?

**The vendor must include the price of the voice mail PC in their proposal**

5-For the UPS system, are you requesting we support PC's that are on your LAN such as the PC consoles, call accounting etc. Would you not already have a UPS supporting your network of PC's, data switches, etc?

**Any hardware that is a required part, for the operation of the phone system, must be connected to a vendor supplied UPS**

6-Please discuss more about the system administration training. Do you really want vendors to include administration training by a manufactures training representative at the vendors office. This will mean the 4 personnel travel the vendor's office. Or can we schedule on site training for the 4 personnel in a dedicated manner by our training personnel?

**The successful vendor shall provide factory or manufacturer system administration training for a minimum of two (2) Office of Technology employees at no cost to the State. The State will pay travel costs but no "tuition" costs for this training. The successful vendor shall provide on-site "customer service representative" training to a minimum of four (4) Veterans Affairs employees.**

7-For the optional pricing for the wireless telephone sets, if you proceed with the option, will the State implement a deployment tool or will they request the vendor conduct this site visit to ensure the location and actual number of required access points to support 15 wireless sets?

**The vendor will be responsible for all aspects of the wireless solution**

8-Who will be responsible for the wiring to support the access points?

**The vendor will be responsible for all aspects of the wireless solution**

9-How many access points are you considering supporting the 15 wireless phones?

**The vendor will be responsible for all aspects of the wireless solution**

10-Is Remote Desktop acceptable for the accessibility of the Call Accounting System from more than 1 PC? Does the vendor need to supply the software?

**Remote Desktop is the required method for accessing the system across more than 1 PC. The vendor shall supply all necessary software, including Remote Desktop, the Operating System, etc.**



11-Is the vendor responsible for certification of wiring for the wireless service?

**All wiring, etc. must meet the requirements of your system. It will need to cover about 4 acres of ground, all 3 floors in the building and about 90,000 square feet.**

12-Who is responsible for the security of the wireless service?

**The vendor is responsible for all security related to the wireless service.**

13-Will there be a dedicated A/C power circuit in the telephone room for the phone system?

**Yes**

14-Where will the Demark be located?

**It will be extended to the telephone room by the State.**

15-Who will be responsible for the condition of the cabling?

**The building contractor installed the cabling and is responsible for the condition of it up until the time that the telephone system is accepted by the State. At that time, the condition of the cabling becomes the responsibility of the vendor.**

16-How is end-user training to be done?

**Training will be done in a classroom setting with small groups of users. There should be a live telephone for every 3-4 users in the classroom.**

17-Will there be one telephone configuration for every set on the system?

**At the time of initial installation there will be one configuration for each user type. Nurses stations shall be set up the same, room phones should all be the same, and Administrators phones will all be the same. The vendor must provide in their quote 8 hours of on-site (not travel) service /programming labor for system finalization, which will be used within the warranty period.**

18-Will the vendor provide any necessary racks needed for the installation of the system in the telephone room?

**The vendor shall provide all equipment necessary to install the telephone system, including racks. There is plywood already installed by the State in that room.**

19-Are there floor-plans available for review by the vendors?

**The floor-plans will be included with the Addendum. Vendors may also call the Architect, Pam Wean, at 304-366-1580 to obtain additional information.**

Other items:

**Vendors no longer need to submit a copy of their bid to the State Auditor.**

**Travel time will not be paid for any work during the warranty or maintenance period.**

**Bid opening is scheduled for June 14, 2006 at 1:30 p.m.**

Pre-Bid Conference  
**SIGN IN SHEET**

[Please Print]

Request for Proposal No.: VEF06035 Date: 5/25/06

<u>Firm &amp; Representative Name</u>	<u>Mailing Address</u>	<u>Telephone &amp; FAX Numbers</u>
1. <u>Verizon</u> <u>Lance Host</u>	<u>827 Fairmont Road, Suite 201</u> <u>Morgan town, WV 26501</u>	T: <u>304-284-0504</u> F: <u>304-284-0500</u>
2. <del>Black Box</del> <u>Bill Harper</u>	<u>323 Karen St.</u> <u>SO Charleston WV 25303</u>	T: <u>304 746 8886</u> F: <u>304 525 -2779</u>
3. <u>Access Systems</u> <u>JASON KNAPP</u>	<u>4108 MacCorkle Ave SE</u> <u>Charleston WV 25304</u>	T: <u>304 340 4288</u> F: <u>304 340 4293</u>
4. <u>Bill Burns</u> <u>TATE COMMUNICATIONS</u>	<u>124E SUDS Run ROAD</u> <u>MT. CLARE, WV 26554</u>	T: <u>304-622-8283</u> F: <u>304-624-8283</u>
5. <u>Jim McClanahan</u> <u>TATE COMMUNICATIONS</u>	<u>124E SUDS Run ROAD</u> <u>MT. CLARE, WV 26554</u>	T: <u>304-622-8283</u> F: <u>304-624-8283</u>
6. _____ _____	_____ _____	T: _____ F: _____
7. _____ _____	_____ _____	T: _____ F: _____
8. _____ _____	_____ _____	T: _____ F: _____
9. _____ _____	_____ _____	T: _____ F: _____
10. _____ _____	_____ _____	T: _____ F: _____

Please print or write legibly. The fax number is essential to contact the attendees in a timely manner.

Pre-Bid Conference  
**SIGN IN SHEET**

[Please Print]

Request for Proposal No.: VET 06035 Date: 5/25/06

Firm & Representative Name	Mailing Address	Telephone & FAX Numbers
1. <u>Michael Ferrari</u> <u>Pomeroy IT Solutions</u>	<u>4013 Washington St. W</u> <u>Charleston WV 25313</u>	T: <u>304-746-4434 X114</u> F: <u>304-746-4439</u>
2. <u>Rocco Savella</u> <u>POMEROY IT SOLUTIONS</u>	<u>4013 Washington St. W</u> <u>Charleston, WV 25313</u>	T: <u>304-746-4434 X1138</u> F: <u>304-746-4439</u>
3. <u>Rich Crowder</u> <u>STI Networks</u>	<u>P.O. Box 810</u> <u>Proctorville, OH 45669</u>	T: <u>740-886-3315</u> F: <u>740-886-7391</u>
4. <u>Roy Hayhurst</u> <u>FR. HERNY REALTY DBA</u> <u>ADVANCED COMMUNICATIONS Co</u>	<u>P.O. Box 6650</u> <u>WHEELING, WV, 26003</u>	T: <u>304-233-3000</u> F: <u>304-233-9666</u>
5. _____ _____	_____ _____	T: _____ F: _____
6. _____ _____	_____ _____	T: _____ F: _____
7. _____ _____	_____ _____	T: _____ F: _____
8. _____ _____	_____ _____	T: _____ F: _____
9. _____ _____	_____ _____	T: _____ F: _____
10. _____ _____	_____ _____	T: _____ F: _____

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State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
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# Request for Quotation

RFO NUMBER
VET06035

PAGE
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ADDRESS CORRESPONDENCE TO ATTENTION OF
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 25301-1400 558-3661

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
06/07/2006				

BID OPENING DATE: 06/21/2006 BID OPENING TIME: 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-57		
ADDENDUM NO. 2 CHANGES TO THE SPECIFICATIONS AS PER THE ATTACHED CHANGE THE BID OPENING DATE FROM 6/14/06 TO 6/21/06 DIGITAL/IP HYBRID TELEPHONE SYSTEM						
***** THIS IS THE END OF RFQ VET06035 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Rich Crowder</i>	TELEPHONE 740-886-3315	DATE 20 June 06
TITLE Sr. Sales Engineer	FEIN 31-127-6581	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

Addendum No. 2

The quoted system must have the ability to add Voice over IP trunking without a CPU, Cabinet or Backplane upgrade. The purchase of additional software and/or IP trunking cards, hardware, and licenses is acceptable.

Vendor should, as an option (Option 2 below), quote the cost of 8 IP Trunks and 8 IP Stations along with any required hardware, software, and licenses.

The quoted system must support Session Initiation Protocol (SIP) as developed by the Internet Engineering Task Force (IETF) standards as of 5/31/06. This support must be without CPU, Cabinet, or Backplane upgrade. The purchase of additional software and/or IP trunking cards, hardware, and licenses is acceptable.

Base Bid	\$	<u>92,031</u>	
Option No. 1	\$	<u>24,375</u>	
Option No. 2	\$	<u>3,972</u>	*

Includes 8 Mitel 5224 IP Telephones.