



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:
ISCG0098

PAGE:
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
**KRISTA FERRELL
 304-558-2596**

PROPERTY

RFQ COPY
 TYPE NAME/ADDRESS HERE

**Continental Resources, Inc.
 11900 Bournefield Way
 Suite H
 Silver Spring, MD 20904-7808**

SHIP TO

**DEPARTMENT OF ADMINISTRATION
 IS&C - CHIEF FINANCIAL OFFICER
 1 DAVIS SQUARE
 CHARLESTON, WV
 25301 304-558-5472**

| DATE PRINTED | TERMS OF SALE | SHIP VIA | F.O.B. | FREIGHT TERMS |
|--------------|---------------|----------|--------|---------------|
| 02/27/2007 | | | | |

BID OPENING DATE: **03/21/2007** BID OPENING TIME: **01:30PM**

| LINE | QUANTITY | UOP | CAT NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|----------|-----|--------|-------------|------------|------------|
| 0001 | 1 | LS | | 205-43 | 94,379.87 | 149,991.00 |
| SEE ATTACHED EQUIPMENT SPECS | | | | | | |
| REQUEST FOR QUOTATION OPEN END CONTRACT | | | | | | |
| THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DEPARTMENT OF ADMINISTRATION'S OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH AND OPEN END CONTRACT FOR CISCO IP HARDWARE AND SOFTWARE PER THE ATTACHED SPECIFICATION SPECIFICATIONS. | | | | | | |
| EXHIBIT 3 | | | | | | |
| LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE. | | | | | | |
| UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT. | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|---------------------------------|---------------------------|-----------------------------------|
| SIGNATURE <i>[Signature]</i> | TELEPHONE 301-625-4231 | DATE 3/20/07 |
| TITLE Federal Acct Mgr | FEIN 04-2297-141 | ADDRESS CHANGES TO BE NOTED ABOVE |

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



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 Suite H
 Silver Spring, MD 20904-7808**

S P U N D I N G U N I T

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 IS&C - CHIEF FINANCIAL OFFICER
 1 DAVIS SQUARE
 CHARLESTON, WV 25301
 304-558-5472**

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|---|----------|-----|---------|-------------|------------|--------|
| <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY</p> | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|-----------------------------------|-------------------------------|-----------------------------------|
| SIGNATURE <i>Shirley G. Brown</i> | TELEPHONE 304-625-4231 | DATE 3/20/07 |
| TITLE FEDERAL ACCT MGR | FEIN 04-2297-141 | ADDRESS CHANGES TO BE NOTED ABOVE |

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Continental Resources, Inc.
 11900 Bournefield Way
 Suite H
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RFQ COPY

DEPARTMENT OF ADMINISTRATION
 IS&C - CHIEF FINANCIAL OFFICER
 1 DAVIS SQUARE
 CHARLESTON, WV 25301 304-558-5472

| DATE PRINTED | TERMS OF SALE | SHIP VIA | F.O.B. | FREIGHT TERMS |
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| <p>RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</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,</p> | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|------------------------------------|---------------------------|-----------------------------------|
| SIGNATURE <i>April G. Brown</i> | TELEPHONE 301-625-4231 | DATE 3/20/07 |
| FILE FEDERAL ACCT Mngtr | FEN 04-2297-141 | ADDRESS CHANGES TO BE NOTED ABOVE |

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
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VENDOR

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Continental Resources, Inc.
 11900 Bournfield Way
 Suite H
 Silver Spring, MD 20904-7808

SUPPLIER

DEPARTMENT OF ADMINISTRATION
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| <p>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> <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> | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: Shane P. Brant TELEPHONE: 301-625-4231 DATE: 3/20/07
 FEDERAL ACCT NO: 04-2297-141 ADDRESS CHANGES TO BE NOTED ABOVE

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| <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & 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 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> | | | | | | |
| BIDDER: _____ | | | | Continental Resources, Inc. | | |
| DATE: 3/20/07 | | | | 11900 Bournefield Way Suite H Silver Spring, MD 20904-7808 | | |

| | | |
|---|----------------------------------|-----------------------------------|
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | |
| SIGNATURE April P. Brown | TELEPHONE 301-625-4231 | DATE 3/20/07 |
| TITLE FEDERAL ACCT MGR | FEIN 04-2297-141 | ADDRESS CHANGES TO BE NOTED ABOVE |

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| <p>SIGNED: <i>April Q. Brunel</i></p> <p>TITLE: <i>Federal Acct Manager</i></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) 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>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: KRISTA FERRELL-21</p> <p>RFQ. NO.: ISCG0098</p> <p>BID OPENING DATE: 03/21/2007</p> | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *April Q. Brunel* TELEPHONE: **301-625-4231** DATE: **3/20/07**

FEDERAL ACCT MGR FEIN: **04-2297-141** ADDRESS CHANGES TO BE NOTED ABOVE

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| <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: <u>781-687-6408</u></p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): <u>APRIL Brown</u></p> <p>***** THIS IS THE END OF RFQ ISCG0098 ***** TOTAL: <u>149,991.00</u></p> | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|---------------------------------------|-----------------------------------|------------------------|
| SIGNATURE <i>April C. Brown</i> | TELEPHONE 301-625-4231 | DATE 3/20/07 |
| FEDERAL ACCT NO 04-2297-141 | ADDRESS CHANGES TO BE NOTED ABOVE | |

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008

**Request for Quotation
WV Office of Technology**

The West Virginia Purchasing Division for the agency the West Virginia Department of Administration's Office of Technology (WVOT) is requesting quotations for the procurement of Cisco IP phone hardware and software. This equipment will be delivered to WVOT, attn: John Dunlap, One Davis Square, Charleston, WV 25301. No installation or labor is required.

WVOT will be providing Core Voice Services and Redundancy to other state agencies as part of the overall consolidation of Executive Branch Agency's Information Technology Resources. The services being provided will include teleconferencing, Call Center agents, Emergency Responder, unified messaging/Voice mail, failover redundancy, and basic phone service.

The following list of equipment is considered to be part of the Vault portion not available from the LAN04 or WAN04 SWCs. Vendors must bid new equipment and provide a pricing list for the following line itemized schedule of equipment, licenses and services:

| Qty | Product ID | Product Description | Bid Cost |
|-----|--------------------------|---|-------------------|
| | Unity - VM to UM Upgrade | | |
| 1 | UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades, qty = 1 only | 0.00 |
| 100 | UNITY-VMUM-USR-E | Unity, VM to UM Exchange Upgrade per user, no TTS | 5055.00 |
| | ER for Vault | | |
| 1 | SW-CER-1.3-SVR= | CER 1.3 Software Plus CER 1.X User License 100 Phones | 3651.00 |
| 2 | KEY-CER1.X-1K= | CER 1.X (1.2 or Higher) User License 1000 Phones | 6090.00 |
| 1 | KEY-CER1.X-100= | CER 1.X (1.2 or Higher) User License 100 Phones | 609.00 |
| 1 | MCS-7825-H2-IPC2 | HW Only MCS-7825-H2 with 2GB RAM and Dual 80GB SATA HD | 4263.00 |
| 1 | CAB-AC | Power Cord,110V | 0.00 |
| | IPCC Enhanced | | |
| 1 | IPCX-3.Y-ENHANCED | IPCX 3.5 or later 3.Y Enhanced All-in-One (Servers and SW) | 0.00 |
| 1 | IPCX-3YENH-SVR1 | IPCX 3.5 or later 3.Y Enh Server (SW only) | 3651.00 |
| 1 | CCBU-W2K-EXP7845 | Win 2000-MCS7845 for IPCC Express and IP-IVR | 24.40 |
| 1 | IPCX-3YENH-SEAT10 | IPCX 3.5 or later 3.Y Enh Seat Qty 10 (agent or supervisor) | 6060.00 |
| 2 | IPCX-3YENH-SEAT50 | IPCX 3.5 or later 3.Y Enh Seat Qty 50 (agent or supervisor) | 60,596.00 |
| | Sub for One Davis | | |
| 1 | MCS-7845-H1-CC1 | HW Only MCS-7845-H1 with 4096MB RAM and Four 72GB SCSI HD | 14616.00 |
| 2 | CAB-AC | Power Cord,110V | 0.00 |
| 1 | MCS-7845-H2-IPC1 | HW Only MCS-7845-H2 with 4GB RAM and Four 72GB SAS HD | 14616.00 |
| 2 | CAB-AC | Power Cord,110V | 0.00 |
| 1 | CM4.1-K9-7845-H2 | SW Only, CallMgr 4.1 For MCS-7845-H2 / MCS-7845-H1 | 9741.00 |
| 5 | CP-7960G | Cisco IP Phone 7960G, Global | 1111.60 |
| 5 | SW-CCM-UL-7960 | CallManager Unit license for single 7960 IP phone | 610.00 |
| 35 | CP-7940G | Cisco IP Phone 7940G, Global | 3649.00 |
| 35 | SW-CCM-UL-7941 | License, CallManager, Cisco IP Phone 7941 | 4270.00 |
| 40 | UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades (qty = 1 only) | 0.00 |
| 40 | UNITY-UM-USR-E | One Unity UM for Exchange User | 3288.00 |
| | TOTAL | | 149,991.00 |

A F F I D A V I T**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:

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

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 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: Continental Resources, Inc.

Authorized Signature: April K. Brune Date: 3/21/07



CONTINENTAL RESOURCES, INC.

Phone: (301) 625-9600
 Fax: (301) 625-9688

11900 Bournefield Way, STE H
 Silver Spring MD 20904-7808

QUOTATION

Sales Contact: April Brown
 abrown@conres.com
 301-625-4231
 Fax# 781-687-6408

State of West Virginia
 Dept of Admin Purchasing Division
 PO Box 50130
 2019 Washington Street, East
 Charleston WV 25305

ATTN: Krista Ferrell
 304-558-2596

| QUOTE NO. | QUOTE DATE | CUSTOMER NO. | SALES GROUP | VALIDITY PERIOD | |
|-----------|------------|-------------------|---|-------------------------|-----------|
| 20058903 | 03/20/2007 | 33367 | Silver Spring, MD | 03/20/2007 - 04/25/2007 | |
| ITEM# | QTY | PRODUCT | DESCRIPTION | UNIT PRICE | AMOUNT |
| | | | ALL CISCO PRODUCTS COME WITH A 90 DAY WARRANTY. IF SUPPORT IS NOT TAKEN OUT IT WILL COST YOU \$250 PER HOUR FOR CISCO TO ASSIST YOU WITH ISSUES. AFTER THE 90 DAY PERIOD. | | |
| 0009 | | | UNITY - VM TO UM UPGRADE | | |
| 0010 | 1 | UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades,-- Unity, SW Feature License Upgrades, qty = 1 only | | |
| 0020 | 100 | UNITY-VMUM-USR-E | CISCO UNITY VM TO UM-EXCHANGE UPG NO TTS | 50.55 | 5,055.00 |
| 0030 | 1 | UNITY-PAK | Product Activation Key | | |
| 0040 | | | Put Product Description Here | | |
| 0050 | 1 | SW-CER-1.3-SVR= | CISCO CER 1.3 SW PLUS CER-1.X 100 PHONES | 3,651.00 | 3,651.00 |
| 0060 | 2 | KEY-CER1.X-1K= | CISCO CER 1.2 OR HIGHER-USR LIC 1000 PHO | 6,090.00 | 12,180.00 |
| 0070 | 1 | KEY-CER1.X-100= | CISCO EMERGENCY RESPONDER-1.X USER LIC 1 | 609.00 | 609.00 |
| 0080 | 1 | MCS-7825-H2-IPC2 | HW ONLY 2GB 80GB MCS 7825 H2 PERPWITH | 4,263.00 | 4,263.00 |
| 0090 | 1 | CAB-AC | CABLE,AC POWER CORD US | | |
| 0100 | | | Put Product Description Here | | |
| 0110 | 1 | IPCX-3.Y-ENHANCED | IPCX 3.5 or later 3.Y Enhanced All-in-On | | |

TERMS: Subject to Credit Approval; and subject to credit review.
 Above Sales Quotation is subjected to CRI's general terms and conditions outlined at www.conres.com
 Pricing subject to change. Delivery is conveyed F.O.B. shipping point. Title on Sales passes upon payment in full. Title on all rental or leased equipment remains with Continental Resources Inc. and or Continental Leasing Co. Inc.
 Risk of loss is FOB shipping point. Payment of Freight Insurance modifies Risk of Loss to FOB destination. Taxes, Freight and Insurance may not be included in above quote. Return rights are restricted to vendor or manufacturers policy in existence at time of return.
 Third party leases must be identified before shipment and Lessor must be judged credit worthy by CRI. All payments are in United States Dollars.

License and Maintenance Agreements: If customer agrees to purchase any items that carry a license or maintenance agreement and if invoice(s) for these product(s) is (are) not paid within approved credit terms. Continental Resources, Inc. reserves the right to and customer grants permission to revoke the agreement(s). **International Terms and Conditions.**

All payment terms are in United States Dollars. All international credit granted is governed by The United Nations Convention on Contracts for International Sale of Goods (CISG) and all letters of credit are governed by the Uniform Customs and Practice for Documentary Credits (1993). Revision International Chamber of Commerce Publication No. 500.

For our unabridged terms and conditions please visit. <http://www.continentalresources.com/content113.html>

Note: IF you are receiving this quote via email attachment, and do not have Adobe Reader, you can download it from our Web site at: <http://www.conres.com/corporate/News.html>



CONTINENTAL RESOURCES, INC.

Phone: (301) 625-9600
Fax: (301) 625-9688

11900 Bournefield Way, STE H
Silver Spring MD 20904-7808

QUOTATION

Sales Contact: April Brown
abrown@conres.com
301-625-4231
Fax# 781-687-6408

State of West Virginia
Dept of Admin Purchasing Division
PO Box 50130
2019 Washington Street, East
Charleston WV 25305

ATTN: Krista Ferrell

304-558-2596

Table with columns: QUOTE NO., QUOTE DATE, CUSTOMER NO., SALES GROUP, VALIDITY PERIOD, ITEM#, QTY, PRODUCT, DESCRIPTION, UNIT PRICE, AMOUNT. Contains 13 rows of item details.

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abrown@conres.com
301-625-4231
Fax# 781-687-6408

State of West Virginia
Dept of Admin Purchasing Division
PO Box 50130
2019 Washington Street, East
Charleston WV 25305

ATTN: Krista Ferrell
304-558-2596

Table with columns: QUOTE NO., QUOTE DATE, CUSTOMER NO., SALES GROUP, VALIDITY PERIOD, ITEM#, QTY, PRODUCT, DESCRIPTION, UNIT PRICE, AMOUNT. Contains 10 rows of item details including Cisco products and Unity licenses.

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Risk of loss is FOB shipping point. Payment of Freight Insurance modifies Risk of Loss to FOB destination. Taxes, Freight and Insurance may not be included in above quote. Return rights are restricted to vendor or manufacturers policy in existence at time of return.
Third party leases must be identified before shipment and Lessor must be judged credit worthy by CRI. All payments are in United States Dollars.
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abrown@conres.com
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State of West Virginia
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PO Box 50130
2019 Washington Street, East
Charleston WV 25305

ATTN: Krista Ferrell
304-558-2596

| | | | | | |
|--|--|--|--|--|------------|
| | | | | | |
| | | | Total w/o Taxes, Freight and Freight Insurance | | 149,991.00 |
| | | | | | |

TERMS: Subject to Credit Approval; and subject to credit review.
 Above Sales Quotation is subjected to CRI's general terms and conditions outlined at www.conres.com
 Pricing subject to change. Delivery is conveyed F.O.B. shipping point. Title on Sales passes upon payment in full. Title on all rental or leased equipment remains with Continental Resources Inc. and or Continental Leasing Co. Inc.
 Risk of loss is FOB shipping point. Payment of Freight Insurance modifies Risk of Loss to FOB destination. Taxes, Freight and Insurance may not be included in above quote. Return rights are restricted to vendor or manufacturers policy in existence at time of return.
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Product Configuration



UNITY-LIC-UPG-4.X

Unity, SW Feature License Upgrades, qty = 1 only

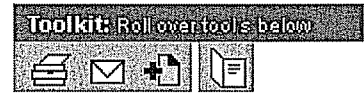
| Product | Description | Quantity | Discount | Price | Unit Price | Total Price |
|-------------------|---|----------|----------|----------|------------|-------------|
| UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades, qty = 1 only | 1 | 0.00 | 8,300.00 | 8,300.00 | 8,300.00 |
| UNITY-VMUM-USR-E | Unity, VM to UM Exchange Upgrade per user, no TTS | 100 | 0.00 | 0.00 | 0.00 | 0.00 |
| UNITY-PAK | Product Activation Key | 1 | 0.00 | 0.00 | 0.00 | 0.00 |

Total Leadtime: 21 Days Total Price: USD 8,300.00

Product Leadtime and Pricing information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission (receipt).



Close Window



Pricing Tool: Cisco Product Price List

Price List: **Global Price List US Availability**
Last Updated: **20/Mar/2007**

Cisco IP Telephony Solutions

Cisco Emergency Responder Software

| Product Number | Product Description | Service Category | Price |
|-----------------|---|------------------|--------------|
| SW-CER-1.3-SVR= | CER 1.3 Software Plus CER 1.X User License 100 Phones | S | USD 5,995.00 |

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Pricing Tool: Cisco Product Price List

Price List: **Global Price List US Availability**
Last Updated: **20/Mar/2007**

Cisco IP Telephony Solutions

Cisco Emergency Responder Software

| Product Number | Product Description | Service Category | Price |
|----------------|--|------------------|---------------|
| KEY-CER1.X-1K= | CER 1.X (1.2 or Higher) User License 1000 Phones | S | USD 10,000.00 |

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Pricing Tool: Cisco Product Price List

Price List: **Global Price List US Availability**
Last Updated: **20/Mar/2007**

Cisco IP Telephony Solutions

Cisco Emergency Responder Software

| Product Number | Product Description | Service Category | Price |
|-----------------|---|------------------|--------------|
| KEY-CER1.X-100= | CER 1.X (1.2 or Higher) User License 100 Phones | S | USD 1,000.00 |

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Product Configuration



MCS-7825-H2-IPC2
HW Only MCS-7825-H2 with 2GB RAM and Dual 80GB SATA HD

| Product | Description | Quantity | Discount | Price |
|------------------|--|----------|----------|----------|
| MCS-7825-H2-IPC2 | HW Only MCS-7825-H2 with 2GB RAM and Dual 80GB SATA HD | 1 | 0.00 | 7,000.00 |
| CAB-AC | Power Cord, 110V | 1 | 0.00 | 0.00 |
| CON-SNT-MCS-7825 | SMARTNET 8X5XNBD HW Only MCS-7825-H2 | 1 | 0.00 | 560.00 |

Total Leadtime: 21 Days Total Price: USD 7,560.00

Product Leadtime and Pricing information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission(receipt).

Ⓞ Prior Cisco warranty support

Product Configuration



IPCX-3.Y-ENHANCED

IPCX 3.5 or later 3.Y Enhanced All-in-One (Servers and SW)

| Product | Description | Quantity | Discount | Price |
|-------------------|---|----------|----------|-----------|
| IPCX-3.Y-ENHANCED | IPCX 3.5 or later 3.Y Enhanced All-in-One (Servers and SW) | 1 | 0.00 | 0.00 |
| IPCX-3YENH-SVRI | IPCX 3.5 or later 3.Y Enh Server (SW only) | 1 | 0.00 | 5,995.00 |
| CCBU-W2K-EXP7845 | Win 2000-MCS7845 for IPCC Express and IP-IVR | 1 | 0.00 | 40.00 |
| IPCX-3YENH-SEAT10 | IPCX 3.5 or later 3.Y Enh Seat qty 10 (agent or supervisor) | 1 | 0.00 | 9,950.00 |
| IPCX-3YENH-SEAT50 | IPCX 3.5 or later 3.Y Enh Seat qty 50 (agent or supervisor) | 2 | 0.00 | 99,500.00 |
| IPCX-VER-3.5 | Media kit For IPCC Express Version 3.5 | 1 | 0.00 | 0.00 |

$2 \times 99,500.00 = 199,000.00$
 $199,000.00 + 40.00 = 199,040.00$
 $199,040.00 + 5,995.00 = 205,035.00$

Total Leadtime: NPH Total Price: USD 115,485.00

Product Leadtime and Pricing Information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission (receipt).

Product Configuration



MCS-7845-H1-CC1

HW Only MCS-7845-H1 with 4096MB RAM and Four 72GB SCSI HD

| Product | Description | Quantity | Discount | Price |
|------------------|---|----------|----------|-----------|
| MCS-7845-H1-CC1 | HW Only MCS-7845-H1 with 4096MB RAM and Four 72GB SCSI HD | 1 | 0.00 | 24,000.00 |
| CAB-AC | Power Cord, 110V | 2 | 0.00 | 0.00 |
| EON-SNT-MCS7845C | SMARTNET 8X5XNBD HW Only MCS-7845-H1 | 1 | 0.00 | 1,920.00 |

1 Year support

Total Leadtime: 28 Days Total Price: USD 25,920.00

Product Leadtime and Pricing Information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission (receipt).

option
Cisco recommends to purchase maint

Product Configuration



MCS-7845-H2-IPCI

HW Only MCS-7845-H2 with 4GB RAM and Four 72GB SAS HD

| Product | Description | Quantity | Discount | Price |
|------------------|--|----------|----------|-----------|
| MCS-7845-H2-IPCI | HW Only MCS-7845-H2 with 4GB RAM and Four 72GB SAS HD | 1 | 0.00 | 24,000.00 |
| CAB-AC | Power Cord, 110V | 2 | 0.00 | 0.00 |
| CON-SNT-45H2IPCI | SMARTNET 8X5XNBD HW only MCS7845H2 4GB RAM 4 72GB SAS HD | 1 | 0.00 | 1,920.00 |

Total LeadTime: 21 Days Total Price: USD 25,920.00

Product Leadtime and Pricing information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission(receipt).

Option Maintenance for 14r

Product Configuration



CM4.1-K9-7845-H2

SW Only, CallMgr 4.1 For MCS-7845-H2 / MCS-7845-H1

| Product | Description | Quantity | Discount | Price |
|-------------------|--|----------|----------|-----------|
| CM4.1-K9-7845-H2 | SW Only, CallMgr 4.1 For MCS-7845-H2 / MCS-7845-H1 | 1 | 0.00 | 15,995.00 |
| CUOMSM-EVAL-K9 | Cisco Unified Operations Mgr And Service Monitor Eval CD | 1 | 0.00 | 0.00 |
| IPCX-40-CM-BUNDLE | 5 Seat IPCCX STD CCM Bundle - AVAILABLE ONLY WITH CCM | 1 | 0.00 | 0.00 |

Total Leadtime: 28 Days Total Price: USD 15,995.00

Product Leadtime and Pricing information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission(receipt).

both items come with part #

Product Configuration



CP-7960G

Cisco IP Phone 7960G, Global

| Product | Description | Quantity | Discount | Price |
|----------------|---|----------|----------|--------|
| CP-7960G | Cisco IP Phone 7960G, Global | 1 | 0.00 | 365.00 |
| SW-CCM-UL-7960 | CallManager Unit License for single 7960 IP phone | 1 | 0.00 | 200.00 |

Total LeadTime: 21 Days Total Price: USD 565.00

Product Leadtime and Pricing Information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission(receipt).

Product Configuration



CP-7940G

Cisco IP Phone 7940G, Global

| Product | Description | Quantity | Discount | Price |
|----------------|---|----------|----------|--------|
| CP-7940G | Cisco IP Phone 7940G, Global | 1 | 0.00 | 265.00 |
| SW-CCM-UL-7940 | CallManager Unit License for single 7940 IP phone | 1 | 0.00 | 200.00 |

Total LeadTime: 21 Days Total Price: USD 465.00

Product Leadtime and Pricing information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission(receipt).

Product Configuration



UNITY-LIC-UPG-4.X

Unity, SW Feature License Upgrades, qty = 1 only

| Product | Description | Quantity | Discount | Price |
|-------------------|--|----------|----------|--------------------------|
| UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades, qty = 1 only | 1 | 0.00 | 0.00 |
| UNITY-UM-USR-E | One Unity UM for Exchange User | 40 | 0.00 | 5,400.00 ÷ 40 = \$135.00 |
| UNITY-PAK | Product Activation Key | 1 | 0.00 | 0.00 |

Total LeadTime: 21 Days Total Price: USD 5,400.00

Product Leadtime and Pricing information is not final until your order has been accepted and processed by Cisco. By saving this configuration and retrieving it in the Ordering Tool, your organization can be assured Pricing and Leadtimes will stay updated to the point of submission (receipt).