

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



April 4, 2007

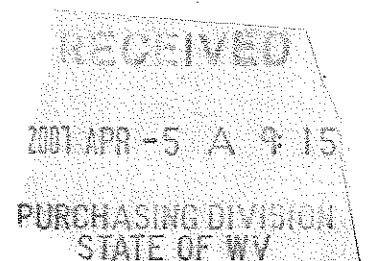
Krista Ferrell,

Please be aware that pricing on this Bid is based off of a current promotion with Cisco that ends in October of 2007. I know that the Bid Pricing is requested to be firm for one year from award and SHI will make every effort to honor that pricing but please be advised that Cisco will not hold pricing for one year and as such pricing may be subject to change. Again, SHI will always attempt to honor the Bid pricing.

Sincerely,

A handwritten signature in cursive script, appearing to read "E. Schroeder".

Erik Schroeder
WV Account Executive





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: ISCG0111

PAGE: 1

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

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

SHI
 2 Riverview Drive
 Somerset, NJ 08873

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	FOB	FREIGHT TERMS
03/22/2007	Net 30	Ground		

BID OPENING DATE: 04/05/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-55	49,679.53	49,679.53
CISCO IP PHONE HARDWARE AND SOFTWARE REQUEST FOR QUOTATION THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE CISCO IP PHONE HARDWARE AND SOFTWARE (OR EQUAL) PER THE ATTACHED SPECIFICATIONS. NO INSTALLATION IS REQUIRED. VENDOR SHOULD PROVIDE EXPECTED DELIVERY DATE. IT IS PREFERRED THAT VENDORS UTILIZE THE ATTACHED PRICING SHEET TO SUBMIT THEIR COST FOR THIS PROJECT. TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA PURCHASING DIVISION VIA EMAIL AT KFERRELL@WVADMIN.GOV, VIA FAX AT 304-558-4115, OR VIA MAIL AT THE ADDRESS SHOWN IN THE BODY OF THIS RFQ. DEADLINE FOR TECHNICAL QUESTIONS IS 04/02/2007 AT 9:00 AM. ALL TECHNICAL QUESTIONS RECEIVED (IF ANY) WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE. QUESTIONS CONCERNING THE ACTUAL SUBMISSION OF A VENDOR'S BID MAY BE SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING AND IN ANY FORMAT INCLUDING VERBAL. BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATI-						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: <i>ESch</i>	TELEPHONE: 732-564-8217	DATE: 4/4/07
TITLE: Account Executive	FEIN: 22-3009648	ADDRESS CHANGES TO BE NOTED ABOVE

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



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<p>CALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</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> <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>						

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<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 & 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>ESch</i>	TELEPHONE 732-564-8217	DATE 4/4/07
TITLE Account Executive	FERN 22-3009648	ADDRESS CHANGES TO BE NOTED ABOVE

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PAGE: **4**

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 25301 304-558-5472

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<p>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: <u>SHI</u></p> <p>DATE: <u>4/4/07</u></p> <p>SIGNED: <u>E. Sch</u></p> <p>TITLE: <u>Account Executive</u></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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <u>E. Sch</u>	TELEPHONE <u>732-564-8217</u>	DATE <u>4/4/08</u>	
TITLE <u>Account Executive</u>	FEIN <u>22-3009648</u>	ADDRESS CHANGES TO BE NOTED ABOVE	

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<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-FILE 21</p> <p>RFQ. NO.: ISCG0111</p> <p>BID OPENING DATE: APRIL 5, 2007</p> <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:</p> <p>----- 732-564-8218 -----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):</p> <p>----- Erik Schroeder -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>ESch</i>	TELEPHONE 732-564-8217	DATE 4/4/07
TITLE Account Executive	FEIN 22-3009648	ADDRESS CHANGES TO BE NOTED ABOVE

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ ISCG0111 ***** TOTAL:						49,679.53

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *ESch* TELEPHONE: 732-564-8217 DATE: 4/4/07
 TITLE: Account Executive FEIN: 22-3009648 ADDRESS CHANGES TO BE NOTED ABOVE

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**Request for Quotation
WV Office of Technology**

RFQ: ISCG0111
PAGE NO. 7

The West Virginia Purchasing Division for the agency, the West Virginia 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 phone system upgrades 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 MHS&T and Grievance Board 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	MFG PART NUMBER	DESCRIPTION	BID COST	
	MHS&T			
85	CP-7961G =	Cisco IP Phone 7961	265.13 each	22,536.05
85	SW-CCM-UL-7961 =	license, Cisco IP Phone 7961	118.03 each	10,032.55
	7936 Conference Phone			
6	CP-7936	IP Conf. Station w external mic ports	715.56 each	4,293.36
6	SW-CCM-UL-7936	User License for 7936	89.85 each	539.10
6	CP-PWR-CORD-NA	7900 Series Transformer Power Cord, North America	5.99 each	35.94
2	CP-7936-MIC-KIT=	Microphone Kit, for 7936	208.53 each	417.06
	7921 Wireless Phones			
10	CP-7921G-A-K9	Cisco 7921G FCC; CCM/CCME UL Req'd; Battery/PS Not Included	325.11 each	3,251.10
10	SW-CCM-UL-7921G	CallManager 4.x License for single Cisco 7921G	123.86 each	1,238.60
10	CP-BATT- ⁷⁹²¹ 7920-EXT=	Cisco 7920 Battery, Extended	56.89 each	568.90
10	CP-DOC-7920-ACCY-E	Cisco 7920 Accessory Guide, English	N/A per Addendum	
10	CP-CASE- ⁷⁹²¹ 7920-HOL=	Cisco 7920 Leather Carry Case, Holster	21.68 each	216.80
10	CP-DOC-7920-ACCY-E	Cisco 7920 Accessory Guide, English	N/A per Addendum	
10	CP-DSKCH-BUN- 7920 7921	Cisco 7920 Desk Top Charger; Power Supply Not Included	56.89 each	568.90
10	CP-DOC-7920-ACCY-E	Cisco 7920 Accessory Guide, English	N/A per Addendum	
10	CP-PWR-7920-NA=	Cisco 7920 Series Power Supply for North America (NA)	N/A per Addendum	
	Grievance Board			
13	CP-7961G =	Cisco IP Phone 7961	265.13 each	3,446.69
13	SW-CCM-UL-7961 =	license, Cisco IP Phone 7961	118.03 each	1,534.39
7	SW-IPCOMM-E1	Cisco IP Communicator - Communications Client	53.90 each	377.30
7	SW-CCM-UL-IPCOMM-E	Single CallManager Unit License for IP Communicator	88.97 each	622.79
		TOTAL BID COST	49,679.53	

Vendors are to complete this form and submit it with their bid. Evaluation will be based on the lowest total bid cost.

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:

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: SHI

Authorized Signature: ESch Date: 4/4/07



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DATE PRINTED 04/02/2007	TERMS OF SALE Net 30	SHIP VIA Ground	FOB	FREIGHT TERMS
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ADDENDUM NO. 1 THIS ADDENDUM IS ISSUED TO ANSWER TECHNICAL QUESTIONS SUBMITTED PRIOR TO THE APRIL 2, 2007-9:00 AM DEADLINE. ALSO, TO ADD THE FOLLOWING LANGUAGE TO THE RFQ. THIS IS A FAST TRACK PROJECT. EQUIPMENT MUST BE DELIVERED TO THE AGENCY ON OR BEFORE 04/26/2007. BID OPENING DATE REMAINS: 04/05/2007 BID OPENING TIME REMAINS: 1:30 PM ***** END ADDENDUM NO. 1 *****						
0001	1	LS		725-55	49,679.53	49,679.53
CISCO IP PHONE HARDWARE AND SOFTWARE						

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ISCG0111
Addendum No. 1
Answer to Technical Questions

1.) Below is a breakdown of what is on the RFQ and what we believe is meant. Please clarify.

LISTED ON RFQ

CP-BATT-7920-EXT
DP-DOC-7920-ACCY-E

CP-CASE-7920-HOL
CP-DSKCH-BUN-7920
PC-PWR-7920-NA

**CORRECT PART
NUMBERS FOR CP-7921**

CP-BATT-7921G-EXT
NOT AVAILABLE FOR
7921 PHONES
CP-CASE-7921G
CP-DSKCH-7921G-BUN
INCLUDED W/ CP-
DSKCH-7921G-BUN NO
LONGER NEEDED

ANSWER:

Please replace the above model numbers with the correct part numbers.