



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
MPLS07

PAGE
1

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

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

SWP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/21/2006				

BID OPENING DATE: **02/08/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-18		
<p>MULTI PROTOCOL LABEL SWITCHING (MPLS) VIRTUAL</p> <p>PRIVATE NETWORK (VPN) SERVICES & ASSOCIATED SERVICES PER THE ATTACHED SPECIFICATIONS</p> <p>A MANDATORY PRE-BID SHALL BE HELD AT THE WEST VIRGINIA OFFICE OF TECHNOLOGY, ONE DAVIS SQUARE, CHARLESTON, WV ON JANUARY 5, 2007 AT 10:00 AM. EACH VENDOR MUST BE REPRESENTED PHYSICALLY AT THE PRE-BID. VENDORS ARE REQUIRED TO PRE-REGISTER AT LEAST 24 HOURS IN ADVANCE, VIA E-MAIL NOTIFICATION TO RON PRICE, AT RPRICE@WVADMIN.GOV. THE FOLLOWING INFORMATION SHOULD BE INCLUDED IN THE E-MAIL RESPONSE; FIRM, REPRESENTATIVE NAME, MAILING ADDRESS, TELEPHONE NUMBER FAX NUMBER, AND E-MAIL ADDRESS OF THE REPRESENTATIVE. FAILURE TO HAVE A REPRESENTATIVE PHYSICALLY IN ATTENDANCE AT THE PRE-BID CONFERENCE SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON CAN REPRESENT MORE THAN ONE BIDDER.</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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

TITLE	FEIN	TELEPHONE	DATE
ADDRESS CHANGES TO BE NOTED ABOVE			

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



Noreen S. Roy
Client Business Manager
Phone: (412) 227-7052
E-mail: nroy@att.com

AT&T Business Services
635 Grant Street, Ste. 400
Pittsburgh, Pennsylvania 15219

March 12, 2007

Mr. Ron Price, Buyer Supervisor
Purchasing Division
The West Virginia Office of Technology
2019 Washington Street, East
Charleston, West Virginia 25305-0130

Dear Mr. Price:

The best solution to a business communications challenge takes into consideration a customer's objectives and the most effective means to solve them. AT&T used this approach to develop the attached proposal for the State of West Virginia.

AT&T chose to focus on the State's requirements for flexibility, redundancy, and a robust network. The solution we propose is AT&T Virtual Private Network (AVPN). In brief, AVPN will deliver agility, control, and security. It also offers the State firm service level commitments. The AVPN offering will provide the State with the ability to connect various speed and access types to the VPN throughout the State. This offering is AT&T's flagship service, which AT&T will continue to enhance over time. At this time, AT&T is unable to offer voice over IP in West Virginia.

AVPN provides a fully meshed, AT&T-owned, global homogeneous network with class of service. AVPN converges onto AT&T's global IP network. We are also including—free of charge—our National Project Management team to provide a higher level of project management and efficiency. AT&T will provide a project manager that will work hand-in-hand with the State's staff to ensure a seamless and efficient network implementation.

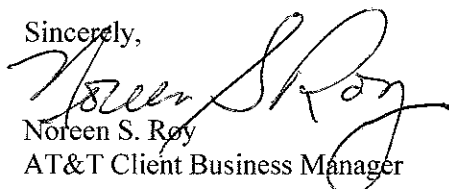
This proposal provides detailed information on how AVPN will fulfill the State's technical and budget requirements. The AT&T account team dedicated to the State of West Virginia is also eager to show how "the new AT&T" will be your business ally and will work closely to meet your ongoing needs.

We are excited about this opportunity to offer an advanced network solution to the State because it also provides an opportunity to re-introduce you to AT&T. Our company has undergone significant changes in the last year: merging first with SBC and then BellSouth. The BellSouth acquisition has now given us full ownership of Cingular Wireless which is now integrating with AT&T. In the future this will allow us to offer a wide range of wireless solutions as part of our portfolio. The result is a more customer-focused company. SBC had a reputation for developing strong relationships with state governments. AT&T had developed one of the world's most robust telecommunications network. The combination of these forces creates an excellent opportunity to work with, and develop solutions for, government entities.

AT&T carries a strong brand name, with the resources and capital our customers deserve. With that, AT&T offers a true fusion of people, processes, and systems with the express intent of assisting the State to achieve its goals of cost improvement, technical expertise, and the ability to provision and deliver services.

Thank you for providing AT&T with the opportunity to submit our response to your Statewide MPLS RFP.

Sincerely,


Noreen S. Roy
AT&T Client Business Manager



JOE MANCHIN III
GOVERNOR

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON STREET, EAST
P.O. BOX 50130
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.
CABINET SECRETARY

DAVID TINCHER
DIRECTOR

MEMORANDUM

TO: Vendors

FROM: Ron Price, Buyer Supervisor
Purchasing Division

RE: MPLS07

DATE: April 10, 2007

The "Request for Proposal" Multi Protocol Label Switching (MPLS) Virtual, will not be scanned on the Internet due to the volume. Vendors may view the "Request for Proposal" at the office of the WV State Purchasing Division, 2019 Washington Street, East, Charleston, WV 25311. You may call me for an appointment at (304) 558-0492, fax: (304)558-4115 or e-mail rprice@wvadmin.gov.

Request for Proposal received from the following:

AT&T Business Services
Verizon Business

RP/wf

cc: File