



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
ISCH0058

PAGE
1

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

VENDOR
 *323141320 304-757-6542
**ADVANCED TECHNICAL SOLUTIONS
 PO BOX 149
 SCOTT DEPOT WV 25560-0149**

SHIP TO
 DEPARTMENT OF ADMINISTRATION
 OFFICE OF TECHNOLOGY
 ATTN: NETWORKING SUPERVISOR
 ONE DAVIS SQUARE
 CHARLESTON WV
 25301 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/17/2007	Net 30	Best	Destination	Included
BID OPENING DATE: 09/27/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-43		\$82,369.48
<p>CISCO IP PHONE HARDWARE/SOFTWARE</p> <p>REQUEST FOR QUOTATION</p> <p>THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH CISCO IP TELEPHONE COMPONENTS PER THE ATTACHED MATERIALS LIST.</p> <p>NO INSTALLATION IS REQUIRED.</p> <p>VENDORS MUST BE ABLE TO DELIVER MATERIALS WITHIN 21 DAYS FROM RECEIPT OF ORDER.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.:</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 NO.'S: NO. 1✓.....</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Charles W. Hous</i>	TELEPHONE 304-757-6542	DATE 10/02/2007	
TITLE Account Manager/Government & Education	FEIN 55-0772695	ADDRESS CHANGES TO BE NOTED ABOVE	

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



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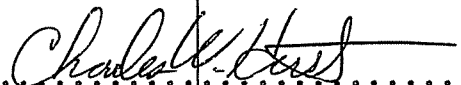
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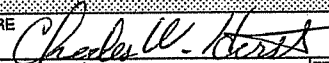
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	NO. 2				
	NO. 3				
	NO. 4				
	NO. 5				
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;">  SIGNATURE Advanced Technical Solutions, L.L.C. COMPANY 10/02/2007 DATE </p> <p>REV. 11/96</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>						

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<p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Charles W. Wood</i>	TELEPHONE 304-757-6542	DATE 10/02/2007
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<p>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 & 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</p>						

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<p>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: <u>Advanced Technical Solutions, L.L.C.</u></p> <p>DATE: <u>10/02/2007</u></p> <p>SIGNED: <u><i>Charles W. Hess</i></u></p> <p>TITLE: <u>Account Manager/Government & Education</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <u><i>Charles W. Hess</i></u>	TELEPHONE 304-757-6542	DATE 10/02/2007	
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<p>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>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">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.: ISCH0058</p> <p>BID OPENING DATE: 08/27/2007</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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Charles W. Horst</i>	TELEPHONE 304-757-6542	DATE 10/02/2007
TITLE Account Manager/Government & Education	FEIN 55-0772695	ADDRESS CHANGES TO BE NOTED ABOVE

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				304-201-4287		
				CONTACT PERSON (PLEASE PRINT CLEARLY):		
				Charles W. Hirst		
***** THIS IS THE END OF RFQ ISCH0058 ***** TOTAL:						<u>\$82,369.48</u>

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SIGNATURE <i>Charles W. Hirst</i>	TELEPHONE 304-757-6542	DATE 10/02/2007
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IT IS PREFERRED THAT ALL VENDORS COMPLETE THIS PRICING SHEET RATHER THAN SUBMITTING ALTERNATE PRICING SHEETS OR QUOTES.

Advanced Technical Solutions, L.L.C.

ISCH0058	Dept. of Administration - Consolidated Retirement Board		UNIT COST
MODEL NUMBER	PRODUCT	QTY	UNIT COST
UNITY-LIC-UPG-4.X	Unity, SW Feature License Upgrades, qty = 1 only	1	0.00
UNITY-SVRLIC-UPG32	Unity UM or VM 4.0, upg server license frm 16 to 32 sessions	1	3,410.00
UNITY-SVRLIC-UPMAX	Unity UM 4.0, upgrade server license from 32 to 72 sessions	1	3,410.00
UNITY-UM-USR-E	One Unity UM for Exchange User	100	83.70
UNITY-PAK	Product Activation Key	1	0.00
CP-7961G	Cisco IP Phone 7961	95	275.90
SW-CCOM-UL-7961	License, Cisco IP Phone 7961	95	124.00
CP-7936	IP Conf. Station w/ external mic ports	2	740.90
SW-CCM-UL-7936	User License for 7936	2	93.00
CP-PWR-CORD-NA	7900 Series Transformer Power Cord, North America	2	6.20
CP-7936-MIC-KIT	Microphone Kit for 7936	2	217.00
CP-7914	7914 IP Phone Expansion Module	10	244.90
SW-IPCOMM-E1	Cisco IP Communicator-Communications Client	5	55.80
SW-CCM-UL-UPCOMM-E	Single CallManager Unit License for IP Communicator	5	93.00
MCS-7835-H2-ECS1	MCS 7835-HP; rack; 2GB; RAID 1; Win2K	1	8,680.00
UNITY4.X	Unity server license for VMI or UM. Incl 32 sessions. No TTS.	1	3,100.00
ATA186-I1-A	Cisco ATA 186 2-Port Adaptor, 600 Ohm Impedance	1	93.00
ATACAB-NA	ATA Power Supply Cable for North America	1	0.00
SW-CCM-UL-ANA	CallManager Unit license for Cisco ATA	1	62.00
VG224	Analog Gateway	1	3,344.90
CP-SINGLFOOTSTAND	Footstand kit for 1 7914	6	20.46
CP-DOUBLFOOTSTAND	Footstandkitfor2 7914's	2	23.56
CP-PWR-CUBE-3	IP Phone power transformer for the 7900 phone series	10	27.90
CP-PWR-CORD-NA	7900 Series Transformer Power Cord, North America	10	6.20

TOTAL: \$74,278.48

**Cost Must Include Shipping

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING 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 owed 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.

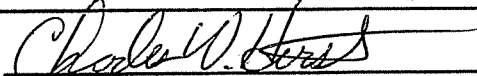
EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a 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: Advanced Technical Solutions, L.L.C.

Authorized Signature:  Date: 10/02/2007

WV-96
Rev. 5/94

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **ARBITRATION** - Any references to arbitration contained in the agreement are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. **RECOUPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages or limiting the Vendor's liability under a warranty to a certain dollar amount or to the amount of the agreement is hereby deleted. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Company Name: Advanced Technical Solutions, L.L.C.

Signed: 

Title: Account Manager/Government & Education

Date: 10/02/2007

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

11

ISCH0058

Advanced Technical Solutions, L.L.C.

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

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



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
 ISCH0058

PAGE
 1

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

RFQ COPY

TYPE NAME/ADDRESS HERE

PURCHASING

*323141320 304-757-6542
 ADVANCED TECHNICAL SOLUTIONS, L.L.C.
 107 ERSKINE LN
 PO BOX 149
 SCOTT DEPOT WV 25560-0149

SHIP TO

DEPARTMENT OF ADMINISTRATION
 OFFICE OF TECHNOLOGY
 ATTN: NETWORKING SUPERVISOR
 ONE DAVIS SQUARE
 CHARLESTON WV
 25301 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
09/21/2007	Net 30	Best	Destination	Included
BID OPENING DATE: 09/27/2007		BID OPENING TIME		01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO REVISE THE MATERIALS LIST/ PRICING SHEET PER THE ATTACHED.						
BID OPENING DATE REMAINS: 09/27/2007						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 1 *****						
0001	1	LS		205-43		
CISCO IP PHONE HARDWARE/SOFTWARE						
***** THIS IS THE END OF RFQ ISCH0058 ***** TOTAL:						\$82,369.48

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Charles W. Best</i>	TELEPHONE 304-757-6542	DATE 10/02/2007
TITLE Account Manager/Government & Education	FEIN 55-0772695	ADDRESS CHANGES TO BE NOTED ABOVE

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

ISCH0058	Dept. of Administration - Consolidated Retirement Board					
MODEL NUMBER	PRODUCT			QTY	UNIT COST	Extended Cost
UNITY-LIC-UPG-4-X	Unity, SW Feature License Upgrades, qty = 1 only			1	\$ 0.00	\$ 0.00
UNITY-SVRLIC-UPG32	Unity UM or VM 4.0, upg server license frm 16 to 32 sessions			1	\$ 3,410.00	\$ 3,410.00
UNITY-SVRLIC-UPMAX	Unity UM 4.0, upgrade server license from 32 to 72 sessions			1	\$ 3,410.00	\$ 3,410.00
UNITY-UM-USR-E	One Unity UM for Exchange User			100	\$ 83.70	\$ 8,370.00
UNITY-PAK	Product Activation Key			1	\$ 0.00	\$ 0.00
CP-7961G	Cisco IP Phone 7961			95	\$ 275.90	\$ 26,210.50
SW-CCM-UL-7961	License, Cisco IP Phone 7961			95	\$ 124.00	\$ 11,780.00
CP-7936	IP Conf. Station w/ external mic ports			2	\$ 740.90	\$ 1,481.80
SW-CCM-UL-7936	User License for 7936			2	\$ 93.00	\$ 186.00
CP-PWR-CORD-NA	7900 Series Transformer Power Cord, North America			2	\$ 6.20	\$ 12.40
CP-7936-MIC-KIT	Microphone Kit for 7936			2	\$ 217.00	\$ 434.00
CP-7914	7914 IP Phone Expansion Module			10	\$ 244.90	\$ 2,449.00
SW-IPCOMM-E1	Cisco IP Communicator-Communications Client			5	\$ 55.80	\$ 279.00
SW-CCM-UL-UPCOMM-E	Single CallManager Unit License for IP Communicator			5	\$ 93.00	\$ 465.00
MCS-7835-H2-ECS1	MCS 7835-HP; rack; 2GB; RAID 1; Win2K			1	\$ 8,680.00	\$ 8,680.00
UNITY4.X-SL-32	Unity server license for VM or UM. Incl 32 sessions. No TTS.			1	\$ 3,100.00	\$ 3,100.00
ATA186-I1-A	Cisco ATA 186 2-Port Adaptor, 600 Ohm Impedance			1	\$ 93.00	\$ 93.00
ATACAB-NA	ATA Power Supply Cable for North America			1	\$ 0.00	\$ 0.00
SW-CCM-UL-ANA	CallManager Unit license for Cisco ATA			1	\$ 62.00	\$ 62.00
VG224	Analog Gateway			1	\$ 3,344.90	\$ 3,344.90
CP-SINGLFOOTSTAND	Footstand kit for 1 7914			6	\$ 20.46	\$ 122.76
CP-DOUBLFOOTSTAND	Footstandkitfor2 7914's			2	\$ 23.56	\$ 47.12
CP-PWR-CUBE-3	IP Phone power transformer for the 7900 phone series			10	\$ 27.90	\$ 279.00
CP-PWR-CORD-NA	7900 Series Transformer Power Cord, North America			10	\$ 6.20	\$ 62.00
TOTAL:						\$74,278.48



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
 ISCH0058

PAGE
 1

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

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

*323141320 304-757-6542
 ADVANCED TECHNICAL SOLUTIONS, L.L.C.
 107 ERSKINE LN
 PO BOX 149
 SCOTT DEPOT WV 25560-0149

SHIP TO

DEPARTMENT OF ADMINISTRATION
 OFFICE OF TECHNOLOGY
 ATTN: NETWORKING SUPERVISOR
 ONE DAVIS SQUARE
 CHARLESTON WV
 25301 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
09/25/2007	Net 30	Best	Destination	Included
BID OPENING DATE: 10/03/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 2						
THIS ADDENDUM IS ISSUED TO ADD ITEMS FOR THE DEPARTMENT OF MILITARY AFFAIRS INADVERTANTLY OMITTED IN THE REQUEST FOR QUOTATION. ALSO, TO EXTEND THE BID OPENING DATE.						
BID OPENING DATE IS EXTENDED TO: 10/03/2007						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 2 *****						
0001	1	LS		205-43		
CISCO IP PHONE HARDWARE/SOFTWARE						
***** THIS IS THE END OF RFQ ISCH0058 ***** TOTAL:						\$82,369.48

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Charles W. Hayes</i>	TELEPHONE 304-757-6542	DATE 10/02/2007
TITLE Account Manager/Government & Education	FEIN 55-0772695	ADDRESS CHANGES TO BE NOTED ABOVE

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

ISCH0058	Department of Military Affairs				
MODEL NUMBER	PRODUCT	QTY	UNIT COST	Extended Cost	
UNITY-UM-USR-E	One Unity UM for Exchange User	25	\$ 83.70	\$ 2,092.50	
CP-7961G	Cisco IP Phone 7961	15	\$ 275.90	\$ 4,138.50	
SW-CCM-JUL-7961	License, Cisco IP Phone 7961	15	\$ 124.00	\$ 1,860.00	
TOTAL:					\$8,091.00



QUOTE

Date	Quote #
10/02/07	ATSQ3715

Advanced Technical Solutions, LLC
 PO Box 149 - Scott Depot, WV 25560
 Phone: 304.757.6542 - Fax: 304.201.4287

Terms	Sales Rep	Ship Via
Net 30	Chuck Hirst	Best Way

Sold To: WV Consolidated Public Retirement Bo
 Barbara Haddad
 Building 5, Suite 1000
 1900 Kanawha Blvd E
 Charleston, WV 25305
Phone:
Fax: 304-558-6337

Ship To: WV Office of Technology
 John Dunlap
 One Davis Square
 321 Capitol St
 Charleston, WV 25301
Phone: 304-558-8145
Fax: 304-558-0136

ISCH0058
 Department of Administration
 Department of Military Affairs

Ln #	Qty	Part Number	Description	Unit Price	Ext. Price
1			Consolidated Retirement Board		
2	1	UNITY-LIC-UPG-4.X	CISCO UNITY S/W FEATURE LIC UPG QTY 1 ONLY	\$0.00	\$0.00
3	1	UNITY-SVRLIC-UPG32	CISCO UNITY UM 4.0 SVR LIC UPG 16 TO 32SES	\$3,410.00	\$3,410.00
4	1	UNITY-SVRLIC-UPMAX	CISCO UNITY UM 4.0 SVR LIC UPG 32 TO MAX SES	\$3,410.00	\$3,410.00
5	100	UNITY-UM-USR-E	CISCO UNITY UM FOR EXCHANGE PER USER	\$83.70	\$8,370.00
6	1	UNITY-PAK	PRODUCT ACTIVATION KEY	\$0.00	\$0.00
7					
8	95	CP-7961G	CISCO IP PHONE 7961 FACTORY INSTALL	\$275.90	\$26,210.50
9	95	SW-CCM-UL-7961	CISCO CALLMANAGER LIC FOR 1 CP-7961 FAC INSTALL	\$124.00	\$11,780.00
10					
11	2	CP-7936	CISCO 7936 IP CONFERENCE PHONE W/ EXT MIC PORTS	\$740.90	\$1,481.80
12	2	SW-CCM-UL-7936=	CISCO CALLMANAGER UNIT LIC FOR 1 CP-7936	\$93.00	\$186.00
13	2	CP-PWR-CORD-NA	CISCO 7900 SERIES PHONE PWR CORD N.AMERICA FACT	\$6.20	\$12.40
14	2	CP-7936-MIC-KIT=	CISCO 7936 IP PHONE MICROPHONE KIT	\$217.00	\$434.00

Ln #	Qty	Part Number	Description	Unit Price	Ext. Price
15					
16	10	CP-7914=	CISCO 7914 IP PHONE EXPANSION MOD POR 7960	\$244.90	\$2,449.00
17					
18	5	SW-IPCOMM-E1=	CISCO IP COMMUNICATOR COMMUNICATIONS CLIENT	\$55.80	\$279.00
19	5	SW-CCM-UL-IPCOMM-E	CISCO CALLMANAGER SGL UNIT LIC FOR IP COMM	\$93.00	\$465.00
20					
21	1	MCS-7835-H2-ECS1	CISCO MCS-7835-H2 RACK UNITY BRG 2G SAS RAID W2K	\$8,680.00	\$8,680.00
22	1	UNITY4.X-SL-32	CISCO UNITY SVR LIC FOR VM OR UM 32SESS NO TTS	\$3,100.00	\$3,100.00
23					
24	1	ATA186-I1-A=	CISCO ATA186 2PT ADPT 600 OHM IMP	\$93.00	\$93.00
25	1	ATACAB-NA	CISCO ATA P/S CBL NORTH AMERICA FACTORY	\$0.00	\$0.00
26	1	SW-CCM-UL-ANA	CISCO CALLMANAGER UNIT LIC 1 SCCP ALOG PORT	\$62.00	\$62.00
27	1	VG224	CISCO 24PT ALOG PHONE GTW VOIP	\$3,344.90	\$3,344.90
28	6	CP-SINGLFOOTSTAND =	CISCO FOOTSTAND KIT FOR SINGLE CP-7914	\$20.46	\$122.76
29	2	CP-DOUBLFOOTSTAN D=	CISCO FOOTSTAND KIT FOR 2 CP-7914	\$23.56	\$47.12
30	10	CP-PWR-CUBE-3	IP PHONE PWR TRANSFORMER 7900 PHONE SERIES	\$27.90	\$279.00
31	10	CP-PWR-CORD-NA	CISCO 7900 SERIES PHONE PWR CORD N.AMERICA FACT	\$6.20	\$62.00
32			SubTotal		\$74,278.48
33			Department of Military Affairs		
34	25	UNITY-UM-USR-E	CISCO UNITY UM FOR EXCHANGE PER USER	\$83.70	\$2,092.50
35	15	CP-7961G	CISCO IP PHONE 7961 FACTORY INSTALL	\$275.90	\$4,138.50
36	15	SW-CCM-UL-7961	CISCO CALLMANAGER LIC FOR 1 CP-7961 FAC INSTALL	\$124.00	\$1,860.00
37			SubTotal		\$8,091.00

Ln #	Qty	Part Number	Description	Unit Price	Ext. Price
				SubTotal	\$82,369.48
				Sales Tax	\$0.00
				Shipping	\$0.00
				Total	\$82,369.48

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOR ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIMS ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.

ATS Approval *Charles W. Hest* Date 10/2/2007 FEIN# 55-0772695