

State of West Virginia Department of Administration Purchasing Division

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



February 6, 2009

Michael Austin
State of West Virginia
Division of Highways
Chief of Information Systems
Building 5
1900 Kanawha Boulevard, East
Charleston, WV 25305-0430

Dear Mr. Austin:

Trimble is pleased to present you with our offer for GPS positioning equipment as requested through the State of West Virginia's Request for Quote number 639000024. This proposal supersedes the original proposal submitted by Trimble Navigation for the bid opening date of dated December 23, 2008.

Trimble is a leading provider of advanced positioning solutions that maximize productivity and enhance profitability.

Trimble was established in 1978 and became incorporated in 1981 under the laws of the State of California, United States of America. Our common stock has been publicly traded on NASDAQ, USA since 1990.

Though best known for GPS technology, Trimble integrates a wide range of positioning technologies including laser, optical and inertial technologies with application software, wireless communications, and services to provide complete commercial solutions. Its integrated solutions allow customers to collect, manage and analyze complex information faster and easier, making them more productive, efficient and profitable.

For over 25 years, Trimble has created unique positioning products that help customers grow their business. Our portfolio includes over 700 patents and serves as the basis for the broadest positioning offerings in the industry. Trimble augments its organic product development with strategic acquisitions to bring the latest positioning technologies to a wider market.

Acquisitions, joint ventures, and key alliances are part of Trimble's mission to define and transform the way position-centric information is used and advance our presence and capabilities in each major market we serve.

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Major acquisitions and joint ventures:

- Nikon-Trimble Co., Ltd.: A joint venture with Nikon for survey and construction products
- Spectra Precision (lasers, optics and robotics),
- Tripod Data Systems (field data collection),
- Grid Data (Internet-based fleet management),
- · Applanix (inertial guidance),
- MENSI (3D laser scanning)
- SECO (Surveying accessories)

All have greatly expanded our portfolio of positioning technologies.

- Caterpillar: A joint venture with Caterpillar (Caterpillar Trimble Control Technologies LLC) is advancing guidance and control technology for earthmoving machines used in construction and mining.
- McNeilus: Our alliance with McNeilus, a major manufacturer of trucks for readymix concrete and waste hauling, enhances the role of our fleet management systems in these industries.
- CNH Global Alliance with Trimble, to provide automated steering systems for Case IH and New Holland agricultural tractors
- Long-term, cooperative relationships with customers in automotive navigation and network timing increase our technology capabilities in these fast-growing markets.

These and other joint ventures enable us to capitalize on technology innovations, association with key brands and broader distribution channels.

Trimble has the largest & broadest portfolio of advanced positioning and location-based solutions and is number ONE in the industry. Trimble products are used in over 100 countries around the world. More than 3,000 employees in over 18 countries, coupled with a highly capable network of dealers and distribution partners serve and support our customers.

Sincerely,

Tom Mackie

North America Sales Manager

Trimble Navigation

Tom mackie@trimble.com

Som Mackie

Tel: +1 401-965-8730



RFQ	NUM	BER
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PAGE 1

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 SHIP TO

DIVISION OF HIGHWAYS
CHIEF OF INFORMATION SYSTEMS
BUILDING 5
1900 KANAWHA BOULEVARD, EAST
CHARLESTON, WV
25305-0430 304-558-0408

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TITLE Tom Mackie	FEIN 94-2802192	- 20- T	V - V - (V)			ADDRESS CHANGES TO BE NOTED ABOVE



State of West Virginia

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

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PAGE 1

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

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RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 S H I P

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TITLE Tom Mackie	FEIN 94-2802192					ADDRESS CHANGES TO BE NOTED ABOVE



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RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 SH-P TO

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MICHAEL AUSTIN 304-558-2402

VENDOR

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 S H P T O

DIVISION OF HIGHWAYS
CHIEF OF INFORMATION SYSTEMS
BUILDING 5
1900 KANAWHA BOULEVARD, EAST
CHARLESTON, WV
25305-0430 304-558-0408

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
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MICHAEL AUSTIN 304-558-2402

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RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021

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TITLE Tom Mackie	FEIN 94-2802192		<i>y</i> -			ADDRESS CHANGES TO BE NOTED ABOVE



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PAGE 1

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

VENDOR

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
12/11/09					
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SIGNATURE	TELEPHONE 401-965-8730	Down	Mai	Wi		DATE 12/19/08
TITLE Tom Mackie	FEIN 94-2802192					ADDRESS CHANGES TO BE NOTED ABOVE



State of West Virginia

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

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ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

VENDOR

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 DIVISION OF HIGHWAYS
CHIEF OF INFORMATION SYSTEMS
BUILDING 5
1900 KANAWHA BOULEVARD, EAST
CHARLESTON, WV
25305-0430 304-558-0408

DATE PRINTED	TERMS OF SALE	SHIP VIA FOB	FREIGHT TERMS
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State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East

Post Office Box 50130 Charleston, WV 25305-0130

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ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

Tom Mackie

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 S DIVISION C CHIEF OF I BUILDING 1900 KANA CHARLEST 25305-0430

DIVISION OF HIGHWAYS CHIEF OF INFORMATION SYSTEMS BUILDING 5 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV

304-558-0408

ADDRESS CHANGES TO BE NOTED ABOVE

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PAGE 2

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021

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

Charleston, WV 25305-0130

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PAGE 3

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

VENDOR

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 S H - P T O

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
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State of West Virginia

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

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PAGE 4

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 SH-P TO

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
12/04/2008					
BID OPENING DATE:	12/23/2008	BID OP	PENING TIME:	01:301	PM

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TLE mericas S	Sales Manager		FEIN 94-2802	2192		ADDRESS CHANGE	ES TO BE NOTED ABOVE



RFQ NUMBER 639000024

PAGE 5

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

RFQ TRIMBLE NAVIGATION LTD 10355 WESTMOOR DR., SUITE 100 WESTMINSTER, CO 80021 S H-P TO

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
12/04/2008					
BID OPENING DATE:	12/23/2008	BID	PENING TIME:	01:301	PM

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State of West Virginia
Department of Administration
Purchasing Division

2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

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PAGE 6

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12/04/2008					
BID OPENING DATE:	12/23/2008	BID	PENING TIME:	01:30	PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT	PRICE	AMOUNT
	RFQ. NO.:	63900024					
	BID OPENING DATE:						
	BID OPENING TIME:						
	PLEASE PROVIDE A YOUR BID:	FAX NUMBER	IN CASE	IT IS NECESSARY TO C	CONTACT YOU R	EGARDING	
	CONTACT PERSON (I	PLEASE PRIN ⁻	T CLEARL	.Y):			~~~
	**************************************	IT HE END OF	RFQ 639	000024 *********	т*** TO	TAL:	SEE PODENDUM NO. 7.
SIGNATU Tom Macl			REVERS	BE SIDE FOR TERMS A TELEPHONE 401-423-0233	ND CONDITIONS	DATE .	7/00
TITLE	Sales Manager		FEIN 94-28	02192			ES TO BE NOTED ABOVE