

# 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.

\*\*\*

D

D



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.

PECEIVED

2009 FEB 11 A 8: 43

URCHASING DIVISION STATE OF WV

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

Jon Mackel

Tel: +1 401-965-8730



RFQ	NUI	<b>VIBE</b>	R	
639	9000	024		

PAGE 1

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

> E Z D O R

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
02/02/09				•	
BID OPENING DATE:	02/11/2009	BID C	PENING TIME:	01:30	PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	ADDENDUM N	O. 7				
(	CHANGES AND	ADDIT	IONS T	O THE SPECIF	ICATIONS ATTACHED	) <b>.</b>
]	BID OPENING I	DATE AN	ND TIM	E REMAINS 02	2/11/09 @1:30 P.M.	
7	NO OTHER CHA	ANGES				
001	11	EA		840-45	\$6,340.64	\$69,747.00
	GPS POSITIO	NING SY	STEM	S WITH RECEI	VER	i i
002	32	Ea		840-45	\$22,536.00	\$683,652.00
	GPS POSITION	NING SY	STEM	CONSTANTLY	Y OPERATING	
003	PHASE II SOF	TWARE	UPGR	ADE, VRS		\$37,500.00
	,	THIS IS	THE EN	ID OF RFQ 639	000024 ***** TOTAL:	\$790,899.00
						***************************************
		ND OONS	1010			
SIGNATURE		M M	MU	/		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

RFQ NUMBER	
639000024	

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 S H I P

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
01/26/09					
BID OPENING DATE:	02/11/2009	BID C	PENING TIME:	01:30F	PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	ADDENDUM NO	). 6				
	BID OPENING D FROM: 01/28	OATE AN 3/09 AT				
	TO: 02/1	1/09 AT	1:30 P.	M.		
	NO OTHER CHA	NGES				
001	11	EA		840-45	\$6,340.64	\$69,747.00
	GPS POSITION	VING SY	STEM	S WITH RECEI	VER	
002	32	Ea		840-45	\$22,536.00	\$721,152.00
	GPS POSITION	NING SY	STEM	CONSTANTL	Y OPERATING	
						<u></u>
		THIS IS	THE EN	ND OF RFQ 639	000024 ***** TOTAL:	\$790,899.00
			FIGUR			
SEE REVERS SIGNATURE	SE SIDE FOR TERMS A TELEPHONE 401-965-8730		Muse	W		DATE 12/19/08
TITLE Tom Mackie	FEIN 94-2802192					ADDRESS CHANGES TO BE NOTED ABOVE



RFQ NUM	iΒ	ER	
6390000	)2	4	

UNIT PRICE

PAGE 1

AMOUNT

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

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
01/16/09					
BID OPENING DATE:	01/28/2009	BID	PENING TIME:	01:30P	M

ITEM NUMBER

CAT.

LINE	QUANTITY	UOP	NO	ITEM NUMBER	UNII PRICE	AMOUNT
	ADDENDUM NO	D. 5				
	BID OPENING D FROM: 01/21	OATE AN 1/09 AT				
	TO: 01/2	8/09 AT	1:30 P.	M.		
	NO OTHER CHA	NGES				
001	11	EA		840-45	\$6,340.64	\$69,747.00
	GPS POSITIO	NING SY	YSTEM	S WITH RECE	VER	
002	32	Ea		840-45	\$22,536.00	\$721,152.00
	GPS POSITION STATION	NING S	YSTEM	CONSTANTL	Y OPERATING	
		THIS IS	THE E	ND OF RFQ 639	900024 ***** TOTAL:	\$790,899.00
SEE REVERS	SE SIDE FOR TERMS A	ND CONDI	TIONS			
SIGNATURE	TELEPHONE 401-965-8730	Som	Mac	Ur.		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

	:	R	F	Q	١	V	Ū	V	ΙB	E	R	़	
			6	39	9(	0	)(	00	)2	4			

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 0 T - D - F 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
01/06/09				;
BID OPENING DATE:	01/21/2009	BID C	PENING TIME: 01:	30PM

CAT.

LINE	QUANTITY	UOP	NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	ADDENDUM NO	). 4				
	BID OPENING D FROM: 01/07	ATE AN				
r		1/09 AT				
001	11	EA		840-45	\$6,340.64	\$69,747.00
	GPS POSITION		CTEM	<u> </u>	<del></del>	ψ02,747.00
	GPS POSITION	11110 21	SIEM	WITH RECE		
002	32	Ea		840-45	\$22,536.00	\$721,152.00
	GPS POSITION STATION	NING SY	STEM	CONSTANTL	Y OPERATING	
	7	THIS IS	THE EN	ND OF RFQ 639	900024 ***** TOTAL:	\$790,899.00
SEE REVERS SIGNATURE	E SIDE FOR TERMS AI TELEPHONE 401-965-8730		TIONS MA	···········		DATE 12/19/08
TITLE Tom Mackie	FEIN 94-2802192					ADDRESS CHANGES TO BE NOTED ABOVE



RFQ	NUM	BER
639	90000	24

PAGE

**AMOUNT** 

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

٧ Ε N D 0 R

LINE

Tom Mackie

TITLE

FEIN 94-2802192

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

QUANTITY

S DIVISION OF HIGHWAYS Н CHIEF OF INFORMATION SYSTEMS P **BUILDING 5** 1900 KANAWHA BOULEVARD, EAST T CHARLESTON, WV 0 25305-0430 304-558-0408

**UNIT PRICE** 

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
12/22/09					
BID OPENING DATE:	01/07/2009	BID (	PENING TIME:	01:30PM	

ITEM NUMBER

ÇAT.

NO

UOP

	ADDENDU	M NO. 3			
	BID OPENI FROM:	ING DATE AND 12/23/09 AT 1:3	TIME CHANGED 0 P.M.		
	TO:	01/07/09 AT 1:	30 P.M.		
	NO OTHER	R CHANGES			
001	11	EA	840-45	\$6,340.64	\$69,747.00
	GPS POS	SITIONING SYS'	TEMS WITH RECEIV	ER	
002	32	Ea	840-45	\$22,536.00	\$721,152.00
	GPS POS STATION		TEM CONSTANTLY	OPERATING	
		THIS IS TH	IE END OF RFQ 6390	0024 ***** TOTAL:	\$790,899.00
SEE REVERS	SE SIDE FOR TE	ERMS AND CONDITIO	NS		
SIGNATURE	TELEPHONE 401-965-8730	Jonn	neri		DATE 12/19/08

ADDRESS CHANGES

TO BE NOTED ABOVE



R	FQ	NL	JME	3E	R	VAL
	639	300	002	24		

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

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
12/11/09					
BID OPENING DATE:	12/23/2009	BID C	PENING TIME:	01:30PM	

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	ADDENDUM NO	). 2				
	LINE 2 GPS POS READS: 11	ITIONIN	G SYS	TEMS CONST	ANTLY OPERATING ST	TATIONS.
	TO READ: 32 NO OTHER CHA	NGES				
001	111	EA		840-45	\$6,340.64	\$69,747.00
	GPS POSITIO	NING SY	STEMS	S WITH RECE	VER	
002	32	Ea		840-45	\$22,536.00	\$721,152.00
	STATION	NING SY	SIEM	CONSTANTL	Y OPERATING	
		THIS IS T	HE EN	D OF RFQ 639	000024 ***** TOTAL:	790,899.00
SEE REVERS	SE SIDE FOR TERMS A	· · ·	IONS	10.1		DATE 12/19/08
TITLE Tom Mackie	401-965-8730 FEIN 94-2802192	a po Tu	<u>an</u>		And the second s	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

RFQ	NUMBER	
639	9000024	

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 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
12/11/09		
BID OPENING DATE:	12/23/2009	BID OPENING TIME: 01:30PM

		1	CAT.			
LINE	QUANTITY	UOP	NO	ITEM NUMBER	UNIT PRICE	AMOUNT

#### ADDENDUM NO. 1

LINE 1 GPS POSITIONING WITH RECEIVER

READS:

1

TO READ: 11

LINE 2 GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION

READS:

1

TO READ: 11

NO OTHER CHANGES

001	11	EA	840-45	\$6,340.64	\$69,747.00
	GPS POS	SITIONING SYS'	TEMS WITH RECEIVE	ER	
002	11	Ea	840-45	\$22,536.00	\$247,896.00
	GPS POS STATIO		TEM CONSTANTLY C	PERATING	
		THETET	IE END OF RFQ 63900	024 ***** TOTAL.	\$317,643.00
		11121211	IE END OF REQ 03900	101AL.	φυτ7,040.00



#### State of West Virginia

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

RF	Q N	IUN	BE	R	
 6	390	000	24		 

PAGE

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D 0 R

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

S H Ρ T 0

**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
12/04/2008					
BID OPENING DATE:	12/23/2008	BID (	PENING TIME:	01:301	PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
001	1	EA		840-45	\$6,340.64	\$6,340.64
	GPS POSITIO	NING SY	STEMS	WITH RECEIVER		·
					······································	
002	1	EA		840-45	\$22,536.00	\$22,536.00
	GPS POSITIO	NING SY	STEM (	CONSTANTLY OP	ERATING STATION	
			OPEN I	END CONTRACT		
	TO PROVIDE (C					
	ANTENNA, AND					
	MOBIL 6 AND F					
	HIGHWAYS AN					
	STATIONS. PER					
	THE MODEL/BI					
	ACCEPTABLE I					
	REFLECT A PRI					
	VENDORS WHO					
	1	ONS. FAILURE TO				
		BE GROUNDS FOR				
	1	IGHT TO WAIVE MINOR				
	IRREGULARITI					
	REGULATIONS	` '	E WEST	VIRGINIA LEGISLAT	TIVE ROLES AND	
	LACOULATIONS		E REVER	SE SIDE FOR TERMS AN	D CONDITIONS	
SIGNATU	JM Mac	Ni c		TELEPHONE 401-965-8730	DATE 12/19/08	
TITLE Tom Mac			FEIN		ADDRESS CHANGES	TO BE NOTED ABOVE



RF	Q	N	JΝ	В	EF	?	
(	339	900	000	)2	4		

PAGE 2

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

> W Z D O R

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

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	Nava i	FREIGHT TERMS
12/04/2008					
BID OPENING DATE:	12/23/2008	BID	PENING TIME:	01:30Pl	M

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	EXHIBIT 3					
	AND EXTENDS FOR A TEHERAFTER AS IS NO CONTRACT. THE "REDURING THIS "REASON UPON GIVING UNLESS SPECIFIC PRETHE TERMS, CONDIT CONTRACT.  RENEWAL: THIS CONSPENDING UNIT AND DAYS PRIOR TO THE	A PERIOD OF IECESSARY TASONABLE TIME OVISIONS AND PROPERTY OF THE PERIOD	ONE (1) Y FO OBTAIL FIME" PER FE THE VI CTOR OF I RE STIPUT RICING SE Y BE RENI UBMITTEI I DATE. SI	EIOD SHALL NOT EXCE ENDOR MAY TERMINA PURCHASING 30 DAYS LATED ELSEWHERE II T HEREIN ARE FIRM F EWED UPON THE MUT D TO THE DIRECTOR O JCH RENEWAL SHALL	TREASONABLE TIME" OR RENEW THE ORIGIN ED TWELVE (12) MONTA TE THIS CONTRACT FOR WRITTEN NOTICE.  N THIS CONTRACT DOO	CUMENT,  IT OF THE Y (30) WITH THE
	HIS FIES THE G UNIT ST					
	ESTIMATE, ITEMS SP			TRACT FOR SE SIDE FOR TERMS A	ND CONDITIONS	
SIGNATU Fom Mac	DE A	Xi	_ 1 (L V L 1 (C	TELEPHONE 401-423-0233		TE
TITLE	Sales Manager	<u> </u>	FEIN 94-280		ADDRE	ESS CHANGES TO BE NOTED ABOVE



RFQ NUMBER	WW
639000024	

PAGE 3

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

TITLE

Americas Sales Manager

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

ADDRESS CHANGES TO BE NOTED ABOVE

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
12/04/2008				
BID OPENING DATE:	12/23/2008	BIDC	PENING TIME:	01:30PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PR	ICE	AMOUNT
···		······		3			
	4					ļ	
	IMMEDIATE DELIVER LIMITED TO DELAYS OF WORK.)						
	QUANTITIES: QUANTITIES: QUANTITIES SUPPLIES THE CONTRACT SHATTHE TERM OF THE CO	D BY THE S' LL COVER T	TATE SPEN THE QUAN	IDING UNIT. IT IS UNI FITIES ACTUALLY OF	DERSTOOD AND AGE DERED FOR DELIVE	REED THAT ERY DURING	
					-		
	ORDERING PROCEDU (FORM NUMBER WV- THE ORIGINAL COPY	39) TO THE	VENDOR F	OR COMMODITIES CO	OVERED BY THIS CO	NTRACT.	
	FOR SHIPMENT, A SE RETAINED BY THE SI			TO THE PURCHASING	DIVISION, AND A TI	HIRD COPY	
	BANKRUPTCY: IN TH PROTECTION, THIS C WITHOUT FURHTER (	ONTRACT I					
	THE TERMS AND CON ALL SUBSEQUENT TO DOCUMENTS SUCH A AGREEMENTS, INCLU	ERMS AND O	CONDITION STS, ORDEI	IS WHICH MAY APPE R FORMS, SALES AGR	AR ON ANY ATTACH EEMENTS OR MAIN	IED PRINTED	
	REV. 04/11/2001						
	PURCHASING CARD	ACCEPTANG	CE: THE ST	ATE OF WEST VIRGIN	ΊΑ		
		SE	E REVERS	E SIDE FOR TERMS	AND CONDITIONS		
GNATUI om Mack	RE Jon My	MW		TELEPHONE 401-423-0233		DATE	

FEIN

94-2802192



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

Charleston, WV 25305-0130

ा	RFQ	Νl	JME	3ER	
	63	900	002	24	

PAGE 4

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D O R

Americas Sales Manager

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

ADDRESS CHANGES TO BE NOTED ABOVE

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB		FREIGHT TERMS
12/04/2008				***************************************	
BID OPENING DATE:	12/23/2008	BID C	PENING TIME:	01:30PN	VI

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT		
	BANK. THE SUCCES	SFUL VENDO FOR PAYME	R MUST A	CCEPT THE STATE OF V	ICH IS ISSUED THROUGH A WEST VIRGINIA VISA ANY STATE AGENCY AS A			
	EXIHIBIT 10	R	EQUISITIC	DN NO. 6390000	24			
	ADDENDUM ACKNO	OWLEDGEME	NT					
					ED ADDEDUM (S) AND HAVE D/OR SPECIFICATION, ETC.			
	ADDENDUM NO.'S							
	NO. 1	NO.	0					
	NO. 2	ρυ.	(					
	NO. 4							
	NO. 5							
	I UNDERSTAND THA CAUSE FOR REJECT		O CONFIR	M THE RECEIPT OF THE	E ADDENDUM(S) MAY BE			
				HAT ANY VERBAL REPI L DISCUSSION HELD BE	RESENTATION MADE OR ITWEEN VENDOR'S			
		SE	E REVERS	SE SIDE FOR TERMS A				
GNATUI		101		TELEPHONE 401-423-0233	DATE 2/1	7/09		

94-2802192



RFQ NUMBER	
639000024	

PAGE 5

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

> M Z D O R

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

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT	PRICE	AMOUNT	
	AND ANY STATE PE AND ADDED TO THE							
				SIGNATUR	Jon Mac unble 2/1/09	ici		
				DATE	2/1/09			
	REV. 11/96							
	NOTICE	:						
	A SIGNED BID MUST BE SUBMITTED TO:							
7 T-70000	DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130							
	THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:							
SEALED BID								
	BUYER:	33						
2 12 14 14 1	· · · · · · · · · · · · · · · · · · ·	SEE R	EVERSE	SIDE FOR TERMS	AND CONDITION	S		
SIGNATUF Fom Macki		eca	***************************************	TELEPHONE 401-423-0233		DATE 2/9	109	
TITLE Americas Sales Manager			FEIN 94-2802	······································		ADDRESS CHANGES TO BE NOTED ABOVE		



R	FQ	ΝL	JME	BER	
	639	900	002	24	

PAGE 6

ADDRESS CORRESPONDENCE TO ATTENTION OF

MICHAEL AUSTIN 304-558-2402

V E N D 0 R

Americas Sales Manager

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

S **DIVISION OF HIGHWAYS** Н CHIEF OF INFORMATION SYSTEMS 1 Р **BUILDING 5** 1900 KANAWHA BOULEVARD, EAST T CHARLESTON, WV 0 25305-0430 304-558-0408

TERMS OF SALE SHIP VIA FOB FREIGHT TERMS DATE PRINTED 12/04/2008 12/23/2008 BID OPENING TIME: 01:30PM BID OPENING DATE:

	γ	·····		<u> </u>			<u> </u>
LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT P	RICE	AMOUNT
	RFQ. NO.:	63900024					
	BID OPENING DATE:						
	BID OPENING TIME:						
	PLEASE PROVIDE A I	FAX NUMBER	N CASE	IT IS NECESSARY TO	CONTACT YOU RE	EGARDING	
	TOOK BID.						
	CONTACT PERSON (F	TIME PRINT	CIFARI	<b>V</b> ).			
	CONTACT ERSON	22,102,10111	ODD! III	· * ).			***************************************
	**************************************						
	**************************************						
	*********** THIS I	T HE END OF I	RFQ 639	000024 *********	**** TO	TAL:	SEE ANDRANDI
	esiminay taxaaaa						SEE ASSENSI
	00-00-00-00-00-00-00-00-00-00-00-00-00-						
			REVERS	SE SIDE FOR TERMS A	AND CONDITIONS	,	
SIGNATUI Tom Mack		UU		TELEPHONE 401-423-0233		DATE 2/7	109
TITLE Americas :	Sales Manager		FEIN 94-28	02192	-	ADDRESS CHANG	ES TO BE NOTED ABOVE