



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  
**EBA196**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**SHELLY MURRAY**  
**304-558-8801**

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
**CEI Sales, LLC**  
**8500 Cinder Bed Road Suite 100**  
**Newington, VA 22122**

SHIP TO

**EDUCATIONAL BROADCASTING**  
**AUTHORITY**  
**600 CAPITOL STREET**  
**CHARLESTON, WV**  
**25301-1223 304-558-3400**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
04/01/2009				

BID OPENING DATE: **04/09/2009** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
----- ADDENDUM NO. 1 -----						
THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS RECEIVED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 3/25/2009.						
THE BID OPENING DATE REMAINS: 04/09/2009						
ATTACHMENTS: QUESTIONS AND RESPONSES REVISED PRICE PAGE						
0001	1	LS		020-71	\$34,054.06	\$54,626.74
EQUIPMENT, BROADCASTING						
EXHIBIT 10						
REQUISITION NO.: EBA196						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO. 'S:						
NO. 1 ..X.....						
NO. 2 .....						

**RECEIVED**

2009 APR -8 A 10: 28

PURCHASING DIVISION  
 STATE OF WV

NO. 1 SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Frank K. Klotter* TELEPHONE: (703) 550-5800 DATE: 4/7/09

TITLE: Sales FEIN: ADDRESS CHANGES TO BE NOTED ABOVE

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



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  
 EBA196

PAGE  
 2

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 SHELLY MURRAY  
 304-558-8801

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 CEI Sales, LLC  
 8500 Cinder Bed Road Suite 100  
 Newington, VA 22122

SHIP TO

EDUCATIONAL BROADCASTING  
 AUTHORITY  
 600 CAPITOL STREET  
 CHARLESTON, WV  
 25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
04/01/2009				

BID OPENING DATE: 04/09/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
NO. 4						
NO. 5						
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF TH            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;"><i>Frank Heliotte</i>            SIGNATURE</p> <p style="text-align: center;">..... CEI Sales, LLC .....            COMPANY</p> <p style="text-align: center;">..... 4/7/09 .....            DATE</p> <p>REV. 11/96</p> <p>----- END OF ADDENDUM NO. 1 -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE <i>Frank Heliotte</i>	TELEPHONE (703) 550-5800	DATE 4/7/09
TITLE Sales	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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

**EBA196**  
**Addendum No. 1**

Question

Manufacturer (Harmonic) requires that customers purchase support contract for both the hardware and software at the time of the original purchase. The contracts are for the first year and can be renewed on an annual basis.

Question

Harmonic requires 1 year of hardware support and software support. Do you want these charges delineated on the quote or wrapped up into the cost of the equipment?

Response:

Please refer to the revised price page which is attached. Please note that the hardware and software support are mandatory with this bid.

## PRICE PAGE

RFQ EBA196 SD ATSC Encoders and Multiplexer

Qty.	Description Unit	Unit Price	Extended
3	MPEG-2 4:2:0 encoder, digital and analog inputs 1 video and 4 audio, supports DivitrackIP Harmonic <b>ELEC-5012MP Divicom</b> <b>Electra 5000</b> or equal	<u>\$ 9,093.67</u>	<u>\$27,281.01</u>
3	Software license for managing and monitoring VBR encoders in an IP based statistical pool Harmonic <b>SW-LIC-30-LAN NMX</b> or equal	<u>\$ 1,072.67</u>	<u>\$3,218.01</u>
3	Rack mount kit for 1RU Divicom Encoder Harmonic <b>RM-3-24</b> or equal or equal	<u>\$ 60.00</u>	<u>\$ 180.00</u>
1	Harmonic <b>PRM-1K-MUX-SCR ProStream 1K</b> <b>MUX SCR ATO</b> or equal	<u>\$ 0.00</u>	<u>\$ 0.00</u>
1	Harmonic Prostream 1-RU chassis, AC power Supply model <b>PRM-1K-CHS-AC-B</b> or equal	<u>\$ 3,840.00</u>	<u>\$3,840.00</u>
1	Harmonic Prostream 1000 Gbe Input/ output module model <b>PRM-1K-IOM-GBE-0002</b> or equal	<u>\$ 3,250.00</u>	<u>\$ 3,250.00</u>
1	Harmonic Prostream 1000 ASI-SCR 4-ASI input/ output module, model <b>PRM-1K-ASI-SCR-0001</b> or equal	<u>\$1,950.00</u>	<u>\$ 1,950.00</u>
2	Harmonic Transceiver SFP module, 1000 Base-T RJ-45 connector, model <b>GSF9100-02-1</b> or equal	<u>\$120.00</u>	<u>\$ 240.00</u>
1	Harmonic DivitrackIP license, per pool model <b>SW-LIC-PRM-DT</b> or equal	<u>\$975.00</u>	<u>\$ 975.00</u>

1	Software license for managing and monitoring devices using MNX, multiplexers, rate shapers, or splicers Harmonic model <b>SW=LIC-40</b> or equal	\$1,625.00	\$1,625.00
1	Rack mount kit for 1RU Divicom Encoder Harmonic <b>RM-3-24</b> or equal or equal	\$ 60.00	\$60.00
1	Minor upgrade license for NMX version 4.0 application Harmonic model <b>SW-NMX-UPG-MINOR</b> or equal	\$1,950.00	\$1,950.00
1	24 port 10/100/1000 IP switch Cisco <b>Catalyst 2960</b> or equal	\$ 2,029.72	\$ 2,029.72
1	Two days system checkout, test, and commissioning Harmonic <b>SCTC</b> or equal	\$ 4,500.00	\$4,500.00
1	Year for renewable hardware support	\$ 1,974.00	\$1,974.00
1	Year for renewable software support	\$ 1,554.00	\$ 1,554.00
<b>TOTALS</b>		\$ 54,626.74	

Additional hardware and software support is available at  
the above quoted prices per year.