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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

Request for Quotation

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PAG	3E
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ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY

304-558-8801

*109141855 847-299-8080 ROSCOR CORP 1061 FEEHANVILLE DRIVE

MT PROSPECT IL 60056

EDUCATIONAL BROADCASTING AUTHORITY 600 CAPITOL STREET

CHARLESTON, WV

25301-1223 304-558-3400

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Charleston WW 25205 0120 Charleston, WV 25305-0130

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TITLE Mitchell	Roston	EVP FE	IN 36	5-08668	340		ADDRESS CHAI	IGES	TO BE NOTED ABOVE

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 ELEC-5012MP Divicom Electra 5000 or equal	\$	\$ <u>27,285.00</u>
3	Software license for managing and monitoring VBR encoders in an IP based statistical pool Harmonic SW-LIC-30-LAN NMX or equal	\$ 803.00	\$ 2,409.00
3	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal		\$ 192.00
1	Harmonic PRM-1K-MUX-SCR ProStream 1K MUX SCR ATO or equal	\$00	\$
1	Harmonic Prostream 1-RU chassis, AC power Supply model PRM-1K-CHS-AC-B or equal		\$ 4,012.50
1	Harmonic Prostream 1000 Gbe Input/ output module model PRM-1K-IOM-GBE-0002 or equal		\$\$
1	Harmonic Prostream 1000 ASI-SCR 4-ASI input/ output module, model PRM-1K-ASI-or equal	-SCR-0001	
	or oqual	\$ <u>1,337.50</u>	<u>\$ 1,337.50</u>
2	Harmonic Transceiver SFP module, 1000 Base-T RJ-45 connector, model GSF9100-02-1 or e	qual	
		\$ 129.00	\$ 258.00
1	Harmonic DivitrackIP license, per pool model SW-LIC-PRM-DT or equal	\$ 936.25	\$ 936.25

Software license for managing and monitoring devices using MNX, multiplexers, rate shapers, or splicers Harmonic model **SW=LIC-40** or equal

		\$_	1,070.00	\$ 1,070.00
1	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$_	64.00	\$64.00
1	Minor upgrade license for NMX version 4.0 application Harmonic model SW-NMX-UPG-MINOR of		ual	
		\$	2,247.00	\$ 2,247.00
1	24 port 10/100/1000 IP switch Cisco Catalyst 2960 or equal	\$	2,138.00	\$_2,138.00
1	Two days system checkout, test, and commissioning Harmonic SCTC or equal	\$	4.815.00	\$_4,815.00
1	Year for renewable hardware support	\$	1,766.00	\$_1,766.00
1	Year for renewable software support	\$_	1,332.00	\$_1,332.00
TOTA	ALS	\$_	52,269.75	

TERMS: Net 30 days

DELIVERY: 30 days ARO, FOB Destination





Roscor Corporation's Quality Policy An ISO 9001:2000 Certified Company

With the support and contribution of all of our employees, we will endeavor to exceed our customer's highest expectations through continual improvement in quality, delivery and service.

Roscor has made the company-wide commitment to become ISO 9001:2000 certified. This is a commitment that not only affects the management team, but every employee within our organization. It is the commitment and dedication of all our employees that have allowed us to attain this prestigious certification and maintain it since our original certification on 4/25/2003. ISO 9001:2000 is a series of quality management system standards created by the International Organization of Standardization (ISO), a federation of 132 national standards bodies based in Geneva, Switzerland.

The ISO 9001:2000 standards include Design, Manufacturing and, most importantly, Customer Focus. There are five major clauses and numerous elements within these standards. Roscor has developed policies and procedures to which all of our employees are dedicated and have been made accountable.

- ❖ A company-wide Quality Management System
- Definitions of Management Responsibility
- Resource Management System
- Product Realization Definitions
- Measurement, Analysis and Improvement

The various elements include company procedures for:

- Control of Documents
- Customer Related Processes
- Systems Integration Engineering
- Customer Property
- Customer Satisfaction
- ❖ Analysis of Data
- Corrective and Preventive Actions
- Monitoring and Measurement of Product

- ❖ Control of Records
- Purchasing
- Control of Production and Service Provision
- Preservation and Identification of Product
- Internal Audits
- Continual Improvement
- ❖ Control of Monitoring & Measuring Devices
- Control of Nonconformity (Processes and Product)

As a means of monitoring and ensuring conformance to our own procedures and to ensure we are meeting our Quality Objectives of *On-Time Performance* and *Zero System Rework*, Roscor conducts internal audits every six months. In addition to the internal audits, we are also audited by an outside source, our Certification Registrar, every six months. These audits are conducted at our headquarters location in Mount Prospect, IL and satellite offices in Michigan, Ohio and Wisconsin. The audits incorporate the review and evaluation of each of our procedures and the gathering of objective evidence to ensure we are adhering to the rigorous ISO 9001:2000 standards.

Customer Satisfaction is one of our major focuses and is taken very seriously. We have developed a process by which each and every one of our customers has an avenue to share with us their feedback regarding the service we have provided. This entire process is tracked, reviewed and evaluated. By monitoring this process, it allows us to identify areas for Continual Improvement.

On a quarterly basis, Roscor brings together the entire management staff for our Management Review Meeting. This again gives us an opportunity to review our goals and objectives as a means of Continual Improvement to our Quality Management System. We are dedicated to the growing needs of our customers and through the constant review and training of our own employees, are able to work with our customers to not only meet but exceed their expectations.

OSF-022/Issue Issue Date: 16-May-05

INSURANCE

Included with this bid response is a statement of insurance coverage available from Roscor. Roscor Corporation's bid response will include insurance coverage as shown on the attached certificate of insurance. Federal Insurance is a wholly owned subsidiary of Chubb Insurance. Chubb Insurance is rated A+ XV by A.M. Best. Any modifications of the attached certificates coverage's must be approved by and are subject to availability.

Client#: 4407 ROSCOCOR

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SURED		-	INSURER A: F6	deral Insuranc	e Company	20281
	Roscor Corporation	· ·	INSURER B:			
	Mr. Ed Jones	• •	INSURER C:			
	1061 Feehanville Drive		INSURER D:			
	Mount Prospect, IL 600:	56	INSURER E:	· · · · · · · · · · · · · · · · · · ·		
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RADD' RINSR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	N LIMIT	8
	GENERAL LIABILITY	35241692	03/31/09	03/31/10	EACH OCCURRENCE	\$1,000,000
	X COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$1,000,000
	CLAIMS MADE X OCCUR		1		MED EXP (Any one person)	\$10,000
					PERSONAL & ADV INJURY	\$1,000,000
					GENERAL AGGREGATE	\$2,000,000
. *	GEN'L AGGREGATE LIMIT APPLIES PER:				PRODUCTS - COMPIOP AGG	\$1,000,000
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	X HIRED AUTOS X NON-OWNED AUTOS				BODILY INJURY (Per accident)	\$
	X Drive Other Car				PROPERTY DAMAGE (Per accident)	\$
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	ANY AUTO			1	OTHER THAN EA ACC	1
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	PLOYERS' LIABILITY				E.L. EACH ACCIDENT	s500,000
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II y SP	es, describe under ECIAL PROVISIONS below				E.L. DISEASE - POLICY LIMIT	\$500,000
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			SHOULD ANY C	F THE ABOVE DESCR	IBED POLICIES BE CANCELLED	BEFORE THE EXPIRATI
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IMPORTANT

If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

DISCLAIMER

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

VENDOR OWING A DEBT TO THE STATE:

West Virginia Code §5A-3-10a provides that: 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.

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the **West Virginia Code**. The vendor **must** make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the **West Virginia Code** and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the **West Virginia Code** may take place before their work on the public improvement is begun.

ANTITRUST:

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf.

Under penalty of law for false swearing (**West Virginia Code** §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

Vendor's Name: _	Roscor	Corporatio	ⁿ /)						
 Authorized Signatu	ure: "M	tehu.	Kortu		Date:	April	6,	2009	
Purchasina Affidavit (R.		Mitchelí	Roston,	EVP					

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1.	Application is made for 2.5% resident vendor preference for the reason checked: 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,
	Bidder is a partnership, association or corporation resident vendor and 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 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,
emining National Rape	Bidder is a nonresident vendor 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; or,
2.	Application is made for 2.5% resident vendor preference for the reason checked: 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; or,
3.	Application is made for 2.5% resident vendor preference for the reason checked: 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 Bidder's 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; or,
4.	Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
requirer against	understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the nents for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency cted from any unpaid balance on the contract or purchase order.
authoriz	nission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and es the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid lired business taxes, provided that such information does not contain the amounts of taxes paid nor any other information by the Tax Commissioner to be confidential.
and acc	penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true curate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate is during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Bidder:	Signed:
Date:	Title:

^{*}Check any combination of preference consideration(s) indicated above, which you are entitled to receive.



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	NOTICE					
A SIGNED BID	MUST BE SUBMITTED TO:					
i l	ENT OF ADMINISTRATION ING DIVISION G 15					
	SHINGTON STREET, EAST TON, WV 25305-0130					
	LD CONTAIN THIS INFORMATION OR THE BID MAY NOT BE CONS					
SEALED BID						
BUYER:	SHELLY MURRAY					
RFQ. NO.:	EBA196					
SEE REVERSE SIDE FOR TERMS AND CONDITIONS SIGNATURE TELEPHONE DATE						
TITLE	EIN	ADDRESS CHANGES TO BE NOTED ABOVE				



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RFO EBA196 SD ATSC Encoders and Multiplexer

The West Virginia Educational Broadcasting Authority (WVEBA) is conducting a Request For Quotations for SD ATSC Encoders and Multiplexer. The units shall meet or exceed the specifications listed below. Equipment shall be compatible and integrate with existing Harmonic MV 450 HD MPEG encoding equipment and Harmonic NMX software, and the downstream remux and PSIP generator Logic Innovations 2800 ATSC Multiplexer and the DTV Innovations PSIP Pro.

Requirements

A performance bond shall be supplied equal to at least 100% of the contract price to ensure fulfillment of the vendor's obligations for this Grant Project which exceeds \$100,000. The performance bonds shall be issued by surety companies listed in the Department of Treasury Circular 570 (Approved Sureties) or have a similar State rating in the State (West Virginia) where the Grant Project is being completed.

Service/Support

Toll free technical support for hardware and software must be provided through vendor or manufacturer for a minimum of five years. Vendor shall indicate terms of support in quote.

Warranty

All items must be covered by a minimum one year parts and labor warranty

Invoicing

Send invoice to:

WV Educational Broadcasting Attention Steve Chapman 600 Capitol Street Charleston, WV 25301

Delivery

Delivery shall be FOB destination.

Delivery address is:

WV Public Broadcasting Attention Jeremy Scott 124 Industrial Park Road Beaver, WV, 25813

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 ELEC-5012MP Divicom Electra 5000 or equal	\$	\$
3	Software license for managing and monitoring VBR encoders in an IP based statistical pool Harmonic SW-LIC-30-LAN NMX or equal	\$	\$
3	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$	\$
1	Harmonic PRM-1K-MUX-SCR ProStream 1K MUX SCR ATO or equal	\$	\$
1	Harmonic Prostream 1-RU chassis, AC power Supply model PRM-1K-CHS-AC-B or equal	\$	\$
1	Harmonic Prostream 1000 Gbe Input/ output module model PRM-1K-IOM-GBE-0002 or equal	\$	\$
1	Harmonic Prostream 1000 ASI-SCR 4-ASI input/ output module, model PRM-1K-ASI-s or equal	SCR-0001	\$
2	Harmonic Transceiver SFP module, 1000 Base-T RJ-45 connector, model GSF9100-02-1 or eq	qual	
		\$	\$
1	Harmonic DivitrackIP license, per pool model SW-LIC-PRM-DT or equal	\$	\$

1	Software license for managing and monitoring devices using MNX, multiplexers, rate shapers, or splicers Harmonic model SW=LIC-40 or equal					
		\$	\$			
1	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$	\$			
1	Minor upgrade license for NMX version 4.0 application Harmonic model SW-NMX-UPG-MINOR or equal					
		\$	\$			
1	24 port 10/100/1000 IP switch Cisco Catalyst 2960 or equal	\$	\$			
1	Two days system checkout, test, and commissioning Harmonic SCTC or equal	\$	\$			
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