

Request for Quotation EBA208

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EBA208

ADDRESS:CORRESPONDENCE TO A FRENTION OF SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE CEI Sales, LLC 8500 Cinder BED Rd. Suite 100 Newington, VA 22122

EDUCATIONAL BROADCASTING **AUTHORITY** 600 CAPITOL STREET

CHARLESTON, WV 25301-1223 304-558-3400

06/16/	260969200000000000000000000000000000000	<u> </u>	1000000000	***************************************		**************************************			FILLIAN DENINO
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Request for Quotation

EBA208

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SHELLY MURRAY 304-558-8801

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RFQ COPY TYPE NAME/ADDRESS HERE CEI SALES 8500 CINDER BED RD. SUITE 100 NEWINGTON, VA 22122

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EDUCATIONAL BROADCASTING AUTHORITY 600 CAPITOL STREET

CHARLESTON, WV 25301-1223 304-558-3400

DATE PRINTED TERMS OF SALE FREIGHTTERMS 04/14/2009 BID OPENING DATE: 04/23/2009 BID OPENING TIME 01:30PM QUANTITY ITEM NUMBER LINE UNITPRICE AMOUNT NO. I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY DRAL 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. SIGNATURE CEI SALES, LLC COMPANY 4/17/09 DAITE REV. 11/96 END OF ADDENDUM NO. 1 SEE REVERSE SIDE FOR TERMS AND CONDITIONS (703)550-5800 Sales ADDRESS CHANGES TO BE NOTED ABOVE



Request for PRONUMBER Quotation

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SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE CEI SALES, LLC 8500 CINDER BED RD. SUITE 100 NEWINGTON, VA 22122

EDUCATIONAL BROADCASTING **AUTHORITY** 600 CAPITOL STREET

CHARLESTON, WV 25301-1223

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Request for REGNUMBER Quotation

EBA208

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SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE CEI Sales, LLC 8500 CINDER BED RD. SUITE 1000 NEWINGTON, VA 22122

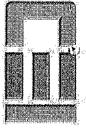
EDUCATIONAL BROADCASTING AUTHORITY **600 CAPITOL STREET**

CHARLESTON, WV 25301-1223

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SEALED BID				
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BUYER:		SHELLY MURRAY		
DEC. 110		FD 4 0 4 4		
RFQ. NO.:		EBA208		
BID OPENING	DATE:	04/23/2009		
BID OPENING	TIME:	1:30 PM		
		1100 111		
PLEASE PROV	IDE A FAX N	UMBER IN CASE IT	IS NECESSARY	
TO CONTACT	YOU REGARDI	NG YOUR BID:		
book bell black space peng		(703) 550-5180		
		•.		
CONTACT PER	SON (PLEASE	PRINT CLEARLY):	`	
max 164, 164, 164, 164		CHARLES MOTTA		
	SEFOR	/erse side for terms and cond	TIONS	
SIGNATURE Fronk Silist	Li.			4/17/09
TILE SALES	FEIN		<u> </u>	TO BE NOTED ABOVE

EBA208 QUOTATION PAGE

Quantity	Description	Unit Price	Amount
4	HDCAM Broadcast VTR w/ Sp Playback (Unit Price must include the cost of O & M Manuals, 24 hour technical support, Warranty, freight, and power cord, etc.	\$ <u>54.673.92</u> \$	218.695.68
	Or Equal Model Number:		
4	19" Rackmount Systems for HDCAM VTR \$	247.11 \$9	988.43
	TOTAL	\$ 2′	19.684.1 <u>1</u>
Optiona	I		
Quantity	Description	Unit Price	Amount
4	"B" stock HDCAM Broadcast VTR w/SP Playback (Unit Price must include the cost of O & M Manuals, 24 hour technical support, Warranty, freight, and power cord, etc.	\$51.256. 80 \$ 2	205.027.20
	Or Equal Model Number:		
4	19" Rackmount Systems for HDCAM VTR \$	\$247.00 \$	988.00
	TOTAL	\$ <u>2(</u>	06.015.20
VENDO	R: CEI SALES. LLC		



CEI Sales, LLC 8500 Cinder Bed Road, Suite 100 Newington, VA 22122-8500

SQCS102321 Quote Number:

Sales Quote

Revision

04/13/09 Date

Page: 1

Fax: Phone: 703-550-5800 703-550-5180

Ship To:

Beaver, WV 25813 124 Industrial Park Drive Attn: Mike Fizer Mike Fizer WV Public Broadcasting

2019 Washington St E POB 50130 Charleston, WV 25305-0130

Email

Fax No. Phone No. ATTN: Shelly Murray

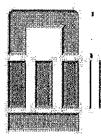
State of West Virginia
Dept of Admin Purch Division

Quote To:

Email Fax No. Phone No.

Fax No. 703-550-51800	Phone No. 703-550-5800
Email cmotta@commeng.com	Salesperson Chuck Motta
F.O.B. Origin	Terms Net 30 Days
Shipping Method	Quote Valid For 30 Days

Model No.	Manufacturer	Description	Qty.	Unit Price Extension	Extension
HDWM2000/20	SONY	HDCAM Studio VTR W/Multiformat Playback	4	54,673.92	218,695.68
RMM131//A	SONY	FEC 4RU Rackslide Kit MSW/HDW/DVW VTRS	4	247.11	988.43
CUSTOM	CEI	Maintenance Manual 9967901-16			
CUSTOM	CEI	Maintenance Manual 9967902-15			
CUSTOM	CEI	Maintenance Manual 9967903-15			
SHIPPING		Shipping Costs Ground			



Fax:

703-550-5180

Newington, VA 22122-8500 8500 Cinder Bed Road, Suite 100 CEI Sales, LLC

Phone: 703-550-5800

SQCS102321 Quote Number:

Sales Quote

Revision

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Date 04/13/09

Special Instructions:

Sony Toll Free Technical Support 800-883-6817

Client Total:

49 219,684.11

TERMS AND CONDITIONS

Federal ID No. 26-0161840

DUNS No. 79-913-0484

CAGE Code No. 4RUA9

Registered on CCR

TERMS:

CEI Sales, LLC offers terms of NET 30 on approved credit.

A customer purchase order must be received to process order.

FOB is "ORIGIN, prepay and add" unless noted.

PRICING:

Prices are exclusive of taxes and shipping charges unless noted.

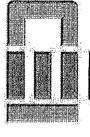
CEI Sales, LLC cannot be held responsible for

backorders from suppliers.

Prices for specified quantities are valid for a period of 30 days.

RETURNS:

a Return Materials Authorization (RMA) will not be processed Merchandise returned to CEI Sales, LLC without be returned. Authorized returns are subject to a restocking fee. No returns without prior authorization. Some merchandise cannot



CEI Sales, LLC 8500 Cinder Bed Road, Suite 100 Newington, VA 22122-8500 Phone: 703-550-5800 Fax: 703-550-5180

Sales Quote

Quote Number:

Revision

Page: 1

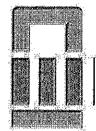
SQCS102345

Date 04/17/09

Email Phone No. Fax No.	Quote To: State of Wo Dept of Add 2019 Wash Charleston ATTN: She
	Quote To: State of West Virginia Dept of Admin Purch Division 2019 Washington St E POB 50130 Charleston, WV 25305-0130 ATTN: Shelly Murray
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801	0130
Email Phone No. Fax No.	Ship To: State of West Shelly Murray Dept of Admir 2019 Washing Charleston, W
No.	Ship To: State of West Virginia Shelly Murray Dept of Admin Purch I 2019 Washington St E Charleston, WV 2530
304-558-880	Ship To: State of West Virginia Shelly Murray Dept of Admin Purch Division 2019 Washington St E POB 50130 Charleston, WV 25305-0130
-8801	n 50130

		•••	
Phone No. 703-550-5800	Salesperson Chuck Motta	Terms	Quote Valid For 30 Days
Fax No. 703-550-51800	Email cmotta@commeng.com	F.O.B. Origin	Shipping Method

	HDWM2000/20 [BS] RMM131//A	Model No. Ma
٨	SONY	Manufacturer
	B STOCK HDCAM Studio VTR W/ Multiform Playback FEC 4RU Rackslide Kit MSW/HDW/DVW VTRS	Description
	4 4	Qty.
	51,256.80 247.00	Unit Price Extension
	205,027.20 988.00	Extension



CEI Sales, LLC 8500 Cinder Bed Road, Suite 100 Newington, VA 22122-8500 Phone: 703-550-5800

Fax:

703-550-5180

Sales Quote

Quote Number:

SQCS102345

Revision

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Page:

Date 04/17/09

Special Instructions:

Client Total:

\$ 206,015.20

TERMS AND CONDITIONS

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EBA208 Request for Quotations

West Virginia Educational Broadcasting is seeking to purchase four (4) HDCAM Studio Editing VTRs that can record and/or transmit over 2 hours of content for the Network Operations Center in Beckley, WV.

The Network Operations Center records studio, non-linear edited, satellite and microwave fed programming. There is an extensive library of pre-recorded Betacam and Betacam/SP taped programming. These machines shall be capable of playing back any of this prerecorded content.

The specifications are listed below. The units shall be Sony HDWM2000/20 HDCAM with Betacam, Betacam SP and Digital Betacam playback capability, or equivalent.

This equipment purchase is partially funded by the Corporation for Public Broadcasting Digital Distribution Fund, and vendors are bound by all terms in the grant agreement as they pertain to vendors.

For this RFQ, a performance bond shall be required.

I. Specifications

- HDCAM shall be the native recording and playback format
- 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.
- VTR shall have availability of long playback time of up to 124 minutes
- o VTR's shall support recordings and playback at 50i, 59.94i, 23.98PsF, 24PsF, 25PsF and 29.97PsF
- VTR's shall have the capability of multi-format playback of Betacam SX, Betacam, Betacam, Digital Betacam and MPEG IMX.
- Built-in up-conversion shall be provided to enable playback of compatible tapes to 1080i and down-conversion of HDCAM tapes to 480i

- VTR's shall have a standard feature to allow Metadata handling to enable retrieval of ancillary data that was recorded in a dedicated portion of the vertical interval (VANC area)
- Dolby-E and AC-3 audio handling capability shall be a standard feature
- o VTR shall have a Compact Body; four rack units tall
- VTR must be a low power consumption type
- VTR shall have DMC control capability
- o VTR must have Pre-read editing capability
- VTR Shall have standard line conversion for 1035/1080
- VTR must have HD-SDI input and output
- One complete set of operating and service manuals shall be provided
- Power cord must be supplied
- o (Four (4) Sony 19" rackmount systems or equal. Rackmount must be 19"

NOTE: "B" Stock items will be considered if in "like new" condition and carry same warranty as new stock. "B" stock must be noted on bid form.

II. The following specifications shall be met or exceeded.

<u>General</u>

Digital Video Performance

Quantization: 10 bit/sample (compression: 8 bit/sample)

Sampling Frequency: Y: 74.25 MHz R-Y/B-Y: 37.125 MHz

Error Correction: Reed-Solomon code

Compression: Coefficient recording system

Channel Coding: S-I-NRZI PR-IV

Digital Audio Performance

Quantization: 20 bit/sample

Headroom: 20 dB (or 18 dB selectable)

Sampling Frequency: 48 kHz (Synchronized with video)

Wow & flutter: Below measurable level

ANALOG AUDIO PERFORMANCE

Frequency Response: 20 Hz to 20 kHz +0.5 dB/-1.0 dB (0 dB at 1 kHz)

Dynamic Range: More than 95 dB (at 1 kHz emphasis ON)

Distortion: Less than 0.05% (at 1 kHz emphasis ON reference level)

Crosstalk: Less than -80 dB (at 1 kHz between any two channels)

D/A Quantization: 20 bit/sample

A/D Quantization: 20 bit/sample

Remote Control: D-sub 9-pin

RS-232C interface

Input/Output

Analog Audio Input: (CH1/2/3/4/CUE)

XLR-3-pin type (female) x 5

Low off: -60 dBu high impedance balanced High off: +4 dBu high impedance balanced High on: -4 dBm 600 Ω termination balanced

Analog Audio Output: (CH1/2/3/4/CUE)

XLR-3-pin type (male) x 5 +4 dBm (600 Ω load) Low impedance (Balanced)

Analog Component Output: BNC x 3 for 1 set

1.0 Vp-p 75 Ω

Sync negative

Analog Composite Output: BNC x 3 (RS-170A including one character out and one WFM out)

1.0 Vp-p 75 Ω

Sync negative

HD-SDI Output: BNC x 3 (SMPTE 292M including one character out)
Serial Digital (1.485 Gb/s)

Headphone Output: JM-60 Stereo phone jack (-∞ to -12 dBu at 8 Ω load unbalanced)

Time Code Input: XLR-3-pin type (female) x 1

0.5 to 18 Vp-p

10 kΩ

(Balanced)

XLR-3-pin type (female) x 1

0.5 to 18 Vp-p

10 kΩ

(Balanced)

Time Code Output: XLR-3-pin type (male) x 1

2.2 Vp-p

Low impedance

Balanced

Video Control: D-sub 9-pin

D-sub 15-pin

HD-SDI Input: BNC x 1 (SMPTE 292M)

Serial Digital (1.485 Gb/s)

Digital Audio Input: (CH1/2 3/4)

BNC x 2

AES/EBU

Digital Audio Output: (CH1/2 3/4)

BNC x 2

AES/EBU

SDI Output: BNC x 3 (SMPTE 259M including one character out)

Serial Digital (270 Mb/s)

Remote 1 Input: D-sub 9-pin

Sony 9-pin remote interface

Remote 1 Input/Output: D-sub 9-pin

Sony 9-pin remote interface

Analog Audio Monitor Output: XLR-3-pin type (male) x 2 +4 dBm at 600 Ω load Low impedance (Balanced)

Control Panel: D-sub 15-pin

Parallel Remote: D-sub 50-pin

General - Search Speed Range Shuttle Mode

HDCAM: Still to ±50 times normal speed playback (59.94i and 29.97PsF) still to ±58 times normal speed playback (50i and 25PsF) still to ±60 times normal speed playback (24PsF and 23.98PsF)

Betacam/Betacam SP: Still to ±35 times normal speed playback (525/59.94) still to ±42 times normal speed playback (625/50)

General

Weight: 50 lb 11 oz (23 kg)

Power Requirements: 100 to 240 V

50/60 Hz

Dimensions (W x H x D): 16 7/8 x 6 7/8 x 21 1/2 inches (427 x 174 x 544 mm)

Fast Forward/Rewind Time: Approx. 3 minutes (with BCT-124HDL cassette)

Servo Lock Time: 0.6 s or less (59.94i and 29.97PsF from standby on) 0.7 s or less (50i 25PsF 24PsF 23.98PsF from standby on)

124 min (w/ BCT124HDL Cass): 59.94i 29.97PsF

149 min (w/ BCT124HDL Cass): 50i

25PsF

48 min (w/ BCT40HD Cass): 50i

25PsF

40 min (w/ BCT40HD Cass): 59.94i

29.97PsF

Load/Unload Time: 6 s or less (both L and S cassettes)

General - Shuttle Mode

Betacam SX: Still to ±78 times normal speed playback

General - Tape Speed

Betacam SX: 59.6 mm/s

Betacam/Betacam SP: 118.6 mm/s (525/59.94)

101.5 mm/s (625/50)

HDCAM: 96.7 mm/s (59.94i and 29.97PsF)

80.6 mm/s (50i and 25PsF)

77.4 mm/s (24PsF and 23.98PsF)

Digital Betacam: 96.7

General - Search Speed Range Variable Mo

HDCAM: -1 to +2 times normal speed playback

Betacam SX: -1 to +2 times normal speed playback

Betacam/Betacam SP: -1 to +3 times normal speed playback

Digital Betacam: -1 to +3 times normal speed playback

JOG Mode: Still to ±1 times normal speed playback

ANALOG COMPOSITE OUT PERFORMANCE

Bandwidth: Y: 0 to 5.75 MHz +0.5 dB/-2.0 dB

R-Y/B-Y: 0 to 2.75 MHz +0.5 dB/-2.0 dB

S/N Ratio: 53 dB or more

Differential Phase: 2% or less

Differential Gain: 2% or less

Y/C Delay: 20 ns or less

K factor (2T pulse): 1% or less

Output SCH Phase: Based upon RS-170A/CCIR R.624-3

RFQ No. EBA208

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 are altered 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: CET SALES, JLC	
Authorized Signature: Low Sales Utc. Date: 4/17/09	
Purchasing Affidavit (Revised 01/01/09)	

Rev. 11/07

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,
	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.
require against	understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the ments for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty to such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency ucted from any unpaid balance on the contract or purchase order.
authori the req deeme	mission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and zes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid uired business taxes, provided that such information does not contain the amounts of taxes paid nor any other information d by the Tax Commissioner to be confidential.
and ac	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 es during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Bidder	: CEI SALES, LLC Signed: Fronk Dillolli
Date:_	4/17/09 Title: SALES

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



Request for Quotation

EBA208

**********ADDRESSICORFESHONDENCESTOA/RIENTIONIOS

SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE CFI SALES, LLC 8500 CINDER BED RD. SUITE 100 NEWINGTON, VA 22122

EDUCATIONAL BROADCASTING AUTHORITY 600 CAPITOL STREET

CHARLESTON, WV

25301-1223 304-558-3400

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Request for Quotation

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EBA208

SHELLY MURRAY 304-558-8801

RECNUMBER

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RFQ COPY TYPE NAME/ADDRESS HERE CEI SALES 8500 CINDER BED RD. SUITE 100 NEWINGTON, VA 22122

EDUCATIONAL BROADCASTING AUTHORITY 600 CAPITOL STREET

CHARLESTON, WV 25301-1223

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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
EBA208

EBA208

SHELLY MURRAY

ADDRESS:CORRESPONDENCERO/ATEIENTION OF

888 P/	AGI7
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304-558-8801

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RFQ COPY TYPE NAME/ADDRESS HERE ŒI Sales, LLC 8500 Cinder Bed Rd. Suite 100 Newington, VA 22122

EDUCATIONAL BROADCASTING **AUTHORITY** 600 CAPITOL STREET

CHARLESTON, WV 25301-1223

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Request for Quotation

EBA208

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SHELLY MURRAY
304-558-8801

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EDUCATIONAL BROADCASTING
AUTHORITY
600 CAPITOL STREET

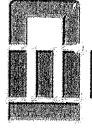
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			CHARLES_MOTTA		
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SALES				ADDRESS CHANGES	TO BE NOTED ABOVE

EBA208 QUOTATION PAGE

Quantity	Description	Unit Price	Amount
4	HDCAM Broadcast VTR w/ Sp Playback (Unit Price must include the cost of O & M Manuals, 24 hour technical support, Warranty, freight, and power cord, etc.	\$ <u>54.673.92</u> \$	218.695.68
	Or Equal Model Number:		
4 1	19" Rackmount Systems for HDCAM VTR \$	247.11 \$	988.43
			10 604 44
٦	TOTAL.	\$ <u>2</u>	<u>19,684.11</u>
Optional	I		
Quantity	Description	Unit Price	Amount
4	"B" stock HDCAM Broadcast VTR w/SP Playback (Unit Price must include the cost of O & M Manuals, 24 hour technical support, Warranty, freight, and power cord, etc.	\$51.256 <u>.8</u> 0\$	205.027.20
	Or Equal Model Number:		
4 ′	19" Rackmount Systems for HDCAM VTR \$	247.00 \$	988.00
7	TOTAL	\$ <u>2(</u>	06.015.20
VENDO	R:_CEL SALES. LLC		



CEI Sales, LLC 8500 Cinder Bed Road, Suite 100 Newington, VA 22122-8500 Phone: 703-550-5800 Fax: 703-550-5180

Sales Quote

Quote Number:

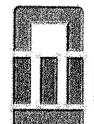
Revision ယ

Page: 1

SQCS102321

Date 04/13/09

HDWM2000/20 RMM131//A CUSTOM CUSTOM CUSTOM SHIPPING	Model No.	Phone No. 304-Fax No.	ATTN: Shelly Murray Email	2019 Washington St E POB 50130 Charleston, WV 25305-0130	Quote To: State of West Virginia Dept of Admin Burch Dis
SONY CEI CEI CEI	Manufacturer	304-558-8801			
HDCAM Studio VTR W/Multiformat Playback FEC 4RU Rackslide Kit MSW/HDW/DVW VTRS Maintenance Manual 9967901-16 Maintenance Manual 9967902-15 Maintenance Manual 9967903-15 Shipping Costs Ground	Description	Phone No. Fax No.	Beaver, WV 25813 Email	Attn: Mike Fizer 124 Industrial Park Drive	Ship To: WV Public Broadcasting
		Phone No. 703-550-5800	Salesperson Chuck Motta	Terms Net 30 Days	Quote Valid For 30 Days
4 54,673.92 4 247.11	Qty. Unit Price	Fax No. 703-550-51800	Email cmotta@commeng.com	F.O.B Origin	Shipping Method
	ice Extension	No.)-51800	ıail nmeng.com	F.O.B. Origin) Method



8500 Cinder Bed Road, Suite 100 Newington, VA 22122-8500 CEI Sales, LLC

Phone: 703-550-5800 703-550-5180

Quote Number:

SQCS102321

Sales Quote

Revision

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04/13/09

Special Instructions:

Sony Toll Free Technical Support 800-883-6817

Client Total:

219,684.11

TERMS AND CONDITIONS

Federal ID No. 26-0161840

DUNS No. 79-913-0484

CAGE Code No. 4RUA9

Registered on CCR

TERMS:

CEI Sales, LLC offers terms of NET 30 on approved credit.

A customer purchase order must be received to process order.

FOB is "ORIGIN, prepay and add" unless noted.

CEI Sales, LLC cannot be held responsible for Prices are exclusive of taxes and shipping charges unless noted.

backorders from suppliers.

Prices for specified quantities are valid for a period of 30 days.

RETURNS:

be returned. Authorized returns are subject to a restocking fee. No returns without prior authorization. Some merchandise cannot

Merchandise returned to CEI Sales, LLC without

a Return Materials Authorization (RMA) will not be processed.



Sales Quote

Quote Number:

Revision

SQCS102345

Date 04/17/09

8500 Cinder Bed Road, Suite 100 Newington, VA 22122-8500 Phone: 703-550-5800 CEI Sales, LLC 703-550-5180

Ship To: State of West Virginia Shelly Murray Dept of Admin Purch Division 2019 Washington St E POB 50130 Charleston, WV 25305-0130

Email

Fax No. Phone No.

304-558-8801

Phone No. Email

304-558-8801

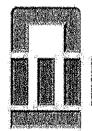
Fax No.

Dept of Admin Purch Division 2019 Washington St E POB 50130 Charleston, WV 25305-0130 ATTN: Shelly Murray

Quote To:
State of West Virginia

		٠.	
Phone No. 703-550-5800	Salesperson Chuck Motta	Terms	Quote Valid For 30 Days
Fax No. 703-550-51800	Email cmotta@commeng.com	F.O.B. Origin	Shipping Method

	Model No. HDWM2000/20 [BS] RMM131//A
٨	Manufacturer SONY SONY
	B STOCK HDCAM Studio VTR W/ Multiform Playback FEC 4RU Rackslide Kit MSW/HDW/DVW VTRS
	Qty .
	Unit Price 51,256.80 247.00
	Unit Price Extension 51,256.80 205,027.20 247.00 988.00



8500 Cinder Bed Road, Suite 100

CEI Sales, LLC Newington, VA 22122-8500 Phone: 703-550-5800

703-550-5180

Sales Quote

Quote Number:

SQCS102345

Revision

Page: 2

Date 04/17/09

Special Instructions:

Client Total: 49

206,015.20

TERMS AND CONDITIONS

Federal ID No. 26-0161840

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Merchandise returned to CEI Sales, LLC without

a Return Materials Authorization (RMA) will not be processed.

EBA208 Request for Quotations

West Virginia Educational Broadcasting is seeking to purchase four (4) HDCAM Studio Editing VTRs that can record and/or transmit over 2 hours of content for the Network Operations Center in Beckley, WV.

The Network Operations Center records studio, non-linear edited, satellite and microwave fed programming. There is an extensive library of pre-recorded Betacam and Betacam/SP taped programming. These machines shall be capable of playing back any of this prerecorded content.

The specifications are listed below. The units shall be Sony HDWM2000/20 HDCAM with Betacam, Betacam SP and Digital Betacam playback capability, or equivalent.

This equipment purchase is partially funded by the Corporation for Public Broadcasting Digital Distribution Fund, and vendors are bound by all terms in the grant agreement as they pertain to vendors.

For this RFQ, a performance bond shall be required.

I. Specifications

- HDCAM shall be the native recording and playback format
- 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.
- VTR shall have availability of long playback time of up to 124 minutes
- o VTR's shall support recordings and playback at 50i, 59.94i, 23.98PsF, 24PsF, 25PsF and 29.97PsF
- VTR's shall have the capability of multi-format playback of Betacam SX, Betacam, Betacam, Digital Betacam and MPEG IMX.
- Built-in up-conversion shall be provided to enable playback of compatible tapes to 1080i and down-conversion of HDCAM tapes to 480i

- VTR's shall have a standard feature to allow Metadata handling to enable retrieval of ancillary data that was recorded in a dedicated portion of the vertical interval (VANC area)
- Dolby-E and AC-3 audio handling capability shall be a standard feature
- VTR shall have a Compact Body; four rack units tall
- VTR must be a low power consumption type
- VTR shall have DMC control capability
- VTR must have Pre-read editing capability
- VTR Shall have standard line conversion for 1035/1080
- VTR must have HD-SDI input and output
- One complete set of operating and service manuals shall be provided
- o Power cord must be supplied
- o (Four (4) Sony 19" rackmount systems or equal. Rackmount must be 19"

NOTE: "B" Stock items will be considered if in "like new" condition and carry same warranty as new stock. "B" stock must be noted on bid form.

II. The following specifications shall be met or exceeded.

General

Digital Video Performance

Quantization: 10 bit/sample (compression: 8 bit/sample)

Sampling Frequency: Y: 74.25 MHz R-Y/B-Y: 37.125 MHz

Error Correction: Reed-Solomon code

Compression: Coefficient recording system

Channel Coding: S-I-NRZI PR-IV

Digital Audio Performance

Quantization: 20 bit/sample

Headroom: 20 dB (or 18 dB selectable)

Sampling Frequency: 48 kHz (Synchronized with video)

Wow & flutter: Below measurable level

ANALOG AUDIO PERFORMANCE

Frequency Response: 20 Hz to 20 kHz +0.5 dB/-1.0 dB (0 dB at 1 kHz)

Dynamic Range: More than 95 dB (at 1 kHz emphasis ON)

Distortion: Less than 0.05% (at 1 kHz emphasis ON reference level)

Crosstalk: Less than -80 dB (at 1 kHz between any two channels)

D/A Quantization: 20 bit/sample

A/D Quantization: 20 bit/sample

Remote Control: D-sub 9-pin

RS-232C interface

Input/Output

Analog Audio Input: (CH1/2/3/4/CUE)

XLR-3-pin type (female) x 5

Low off: -60 dBu high impedance balanced High off: +4 dBu high impedance balanced High on: -4 dBm 600 Ω termination balanced

Analog Audio Output: (CH1/2/3/4/CUE)

XLR-3-pin type (male) x 5 +4 dBm (600 Ω load) Low impedance (Balanced)

Analog Component Output: BNC x 3 for 1 set

1.0 Vp-p 75 Ω

Sync negative

Analog Composite Output: BNC x 3 (RS-170A including one character out and one WFM out)

1.0 Vp-p 75 Ω

Sync negative

HD-SDI Output: BNC x 3 (SMPTE 292M including one character out) Serial Digital (1.485 Gb/s)

Headphone Output: JM-60 Stereo phone jack (-∞ to -12 dBu at 8 Ω load unbalanced)

Time Code Input: XLR-3-pin type (female) x 1

0.5 to 18 Vp-p

10 kΩ

(Balanced)

XLR-3-pin type (female) x 1

0.5 to 18 Vp-p

10 kΩ

(Balanced)

Time Code Output: XLR-3-pin type (male) x 1

2.2 Vp-p

Low impedance

Balanced

Video Control: D-sub 9-pin

D-sub 15-pin

HD-SDI Input: BNC x 1 (SMPTE 292M)

Serial Digital (1.485 Gb/s)

Digital Audio Input: (CH1/2 3/4)

BNC x 2

AES/EBU

Digital Audio Output: (CH1/2 3/4)

BNC x 2

AES/EBU

SDI Output: BNC x 3 (SMPTE 259M including one character out)

Serial Digital (270 Mb/s)

Remote 1 Input: D-sub 9-pin

Sony 9-pin remote interface

Remote 1 Input/Output: D-sub 9-pin

Sony 9-pin remote interface

Analog Audio Monitor Output: XLR-3-pin type (male) x 2 +4 dBm at 600 Ω load Low impedance (Balanced)

Control Panel: D-sub 15-pin

Parallel Remote: D-sub 50-pin

General - Search Speed Range Shuttle Mode

HDCAM: Still to ±50 times normal speed playback (59.94i and 29.97PsF) still to ±58 times normal speed playback (50i and 25PsF) still to ±60 times normal speed playback (24PsF and 23.98PsF)

Betacam/Betacam SP: Still to ±35 times normal speed playback (525/59.94) still to ±42 times normal speed playback (625/50)

General

Weight: 50 lb 11 oz (23 kg)

Power Requirements: 100 to 240 V

50/60 Hz

Dimensions (W x H x D): 16 7/8 x 6 7/8 x 21 1/2 inches

(427 x 174 x 544 mm)

Fast Forward/Rewind Time: Approx. 3 minutes

(with BCT-124HDL cassette)

Servo Lock Time: 0.6 s or less (59.94i and 29.97PsF from standby on)

0.7 s or less (50i 25PsF 24PsF 23.98PsF from standby on)

124 min (w/ BCT124HDL Cass): 59.94i

29.97PsF

149 min (w/ BCT124HDL Cass): 50i

25PsF

48 min (w/ BCT40HD Cass): 50i

25PsF

40 min (w/ BCT40HD Cass): 59.94i

29.97PsF

Load/Unload Time: 6 s or less (both L and S cassettes)

General - Shuttle Mode

Betacam SX: Still to ±78 times normal speed playback

General - Tape Speed

Betacam SX: 59.6 mm/s

Betacam/Betacam SP: 118.6 mm/s (525/59.94)

101.5 mm/s (625/50)

HDCAM: 96.7 mm/s (59.94i and 29.97PsF)

80.6 mm/s (50i and 25PsF)

77.4 mm/s (24PsF and 23.98PsF)

Digital Betacam: 96.7

General - Search Speed Range Variable Mo

HDCAM: -1 to +2 times normal speed playback

Betacam SX: -1 to +2 times normal speed playback

Betacam/Betacam SP: -1 to +3 times normal speed playback

Digital Betacam: -1 to +3 times normal speed playback

JOG Mode: Still to ±1 times normal speed playback

ANALOG COMPOSITE OUT PERFORMANCE

Bandwidth: Y: 0 to 5.75 MHz +0.5 dB/-2.0 dB

R-Y/B-Y: 0 to 2.75 MHz +0.5 dB/-2.0 dB

S/N Ratio: 53 dB or more

Differential Phase: 2% or less

Differential Gain: 2% or less

Y/C Delay: 20 ns or less

K factor (2T pulse): 1% or less

Output SCH Phase: Based upon RS-170A/CCIR R.624-3

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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: CEI SALES, JLC,	
Authorized Signature: Lank Balio tto	Date: 4/17/09
Purchasing Affidavit (Revised 01/01/09)	

Rev. 11/07

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 preced-
	ing 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, 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 bld 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.
Bidder understands if the Secretary of 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) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.	
By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of 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.	
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.	
Bidder:	CEI SALES, LLC Signed: Fronk Diliotti
Date:	4/17/09 Title: SALES

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