



**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.

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**verizon**business

**A PROPOSAL TO  
STATE OF WEST VIRGINIA**

**Department of Education**

**For**

**Internet Filtering & Reporting**

**May 19, 2010**



**Chip J. Merritt**  
**Client Account Manager**  
**304-344-7496**  
**304-590-6999**  
**[chip.j.merritt@verizonbusiness.com](mailto:chip.j.merritt@verizonbusiness.com)**

RECEIVED

2010 MAY 19 PM 12:51

WV PURCHASING  
DIVISION



Chip Merritt  
Client Account Manager  
1500 MacCorkle Avenue, SE  
Charleston, WV 25396

May 19, 2010

Shelly Murray  
Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street, East  
Charleston, WV 25305-0130

Re: RFQ EDD327891

Dear Shelly:

Thank you for the opportunity to respond to your RFQ for Internet Filtering and Reporting for the State of West Virginia Department of Education. Verizon Business is excited about providing these services to meet your needs. Verizon is providing this response under the Terms & Conditions of the State of West Virginia WAN08 agreement.

Verizon Business has developed a comprehensive response in partnership with McAfee to the Department of Education. Based on the Gartner Group Magic Quadrant for Secure Web Gateway, McAfee is in the upper right hand quadrant, displaying leadership with the ability to execute and as a visionary in the industry. Verizon Business will provide outstanding service quality, product flexibility, and a local dedicated Account Team.

Verizon's financial stability and longevity provides the Department of Education a long-term partner for providing CPE services. Verizon is the number one Telecommunications Company provider in North America with assets of \$170 billion and revenues of \$60 billion annually. Verizon is ranked overall number 17 on the list of US Fortune 500 companies. On April 8, 2004, Verizon was added as one of the 30 companies that comprise the DOW Jones Industrial Average. Verizon's core competencies include its robust nationwide network, outstanding customer service, and over 125 years of expertise in delivering voice and data networks in West Virginia. Since 2004, Verizon has consistently been a top performer in customer satisfaction in the telecommunications industry segment by the J.D. Power and Associates "Major Provider Business Telecommunications Services Study SM".

As one of West Virginia's largest employers, taxpayers, philanthropic providers, and contributors to statewide economic development, Verizon Communications Inc. is a good steward in the State of West Virginia. Verizon made millions of dollars of infrastructure investment in the state, and employs over 2,145 people statewide, with an annual payroll of \$143.3 Million. And a large majority of these employees reside here in the Kanawha Valley. Verizon

- Pays more than \$45.4 Million annually to 3,171 Retirees living in the state.
- Paid 2,725 Vendors or Suppliers in the state in 2006.
- Made \$577,885 in Charitable and Civic Contributions statewide during 2006.



- Paid more than \$27.4 Million in West Virginia taxes in 2006.
- Invested \$86.3 Million in plant and equipment statewide in 2006.

Verizon Business commits to provide the services as described in this proposal. I also give my personal commitment of service to the State of West Virginia - Department of Education. I look forward to continuing our business relationship and building an even stronger partnership with the State.

If you have any questions or concerns, please feel free to call me at 304-344-7496. I look forward to talking with you soon.

Sincerely,

A handwritten signature in black ink that reads "Chip Merritt". The signature is written in a cursive style with a large, sweeping "M".

Chip J. Merritt  
Client Account Manager

*Verizon Business Network Services, Inc. on behalf of Verizon Network Integration Corp. ("Verizon") offers this Request for Quotation (RFQ) response in accordance with the terms and conditions therein. In addition and in compliance with the WV Purchasing Division's Policies and Procedures Handbook, Section 7.2.7, Verizon also submits additional terms and conditions reflected in Verizon's standard System Agreement, which is incorporated into Verizon's response. In addition, software provided is licensed to Customer under the license provided by the software publisher or by the equipment manufacturer with which the software is provided. Customer shall, if required, execute a separate software license agreement in a form satisfactory to the software publisher or equipment manufacturer.*

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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

RFO NUMBER  
**EDD327891**

PAGE  
**1**

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

\*611101629 304-344-6700

PURCHASING

Verizon Network Integration Corp  
 1500 MacCorkle Avenue, SE  
 Charleston, WV 25314

S H P T O

DEPARTMENT OF EDUCATION  
 BUILDING 6  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305-0330

DATE PRINTED <b>04/05/2010</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **05/13/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		920-45		
<p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA DEPARTMENT OF EDUCATION, IS SOLICITING BIDS FOR AN INTERNET FILTERING AND REPORTING SOLUTION PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA E-MAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 04/27/2010 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>INTERNET FILTERING AND REPORTING SOLUTION</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Patricia L Myers* TELEPHONE **3043447496** DATE **5/13/10**

TITLE **Patricia L Myers** FEIN # **23-2743964** ADDRESS CHANGES TO BE NOTED ABOVE

Manager  
 Pricing/Contract Management

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



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2

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

\*611101629      304-344-6700

RODNEY

Verizon Network Integration Corp  
 1500 MacCorkle Avenue, SE  
 Charleston, WV 25314

SHIP TO

DEPARTMENT OF EDUCATION  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
04/05/2010				
BID OPENING DATE: 05/13/2010		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Patricia L Myers</i>	TELEPHONE 304 344 7496	DATE 5/13/10
TITLE Patricia L Myers Manager Pricing/Contract Management	FEIN 23-0743964	ADDRESS CHANGES TO BE NOTED ABOVE

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



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**3**

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

\*611101629      304-344-6700

ROOM 1030

Verizon Network Integration Corp  
 1500 MacCorkle Avenue, SE  
 Charleston, WV 25314

SHIP TO

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 1900 KANAWHA BOULEVARD, EAST  
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DATE PRINTED <b>04/05/2010</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: <b>05/13/2010</b>		BID OPENING TIME <b>01:30PM</b>		

LINE	QUANTITY	UQP.	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15          2019 WASHINGTON STREET, EAST          CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: SHELLY MURRAY</p> <p>RFQ. NO.: EDD327891</p> <p>BID OPENING DATE: 05/13/2010</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Patricia L Myers</i>	TELEPHONE <b>3043447496</b>	DATE <b>5/13/10</b>
TITLE Patricia L Myers Manager Pricing/Contract Management	FEB <b>23-2743964</b>	ADDRESS CHANGES TO BE NOTED ABOVE

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





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 Charleston, WV 25305-0130

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**4**

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

\*611101629 304-344-6700

VENDOR

Verizon Network Integration Corp  
 1500 MacCorkle Avenue, SE  
 Charleston, WV 25314

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DEPARTMENT OF EDUCATION  
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BID OPENING DATE: **05/13/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				<b>3043411464</b>		
CONTACT PERSON (PLEASE PRINT CLEARLY):						
<b>Chip Merritt</b>						
***** THIS IS THE END OF RFQ EDD327891 ***** TOTAL:						<b>\$ 712,303.76</b>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Patricia L Myers* TELEPHONE **3043447496** DATE **5/13/10**

TITLE **Patricia L Myers** FEIN **23-2743964** ADDRESS CHANGES TO BE NOTED ABOVE

Manager  
 Pricing/Contract Management

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