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# 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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December 15, 2009

Krista S. Ferrell State of West Virginia Department of Administration-Purchasing Division – Building 15 2019 Washington Street East Charleston, WV 25305-0130

Dear Krista,

CDW is pleased to propose a response to The State of West Virginia's RFQ # ISCK0060. We have provided multiple options for The State's consideration based on when the IBM Global Financing (IGF) Term Lease Supplements are signed and when the equipment ships.

Since this will be a lease transaction, the firm order documentation for CDW will be a signed IGF Term Lease Supplement. The new mainframe and new tape equipment will only ship based on the receipt of a signed Term Lease Supplement (s).

The term 'acquisition' used in the following options includes both the signing of the IGF Term Lease Supplement and the shipment of the equipment.

We have completed RFQ Cost Sheets for the following options:

- 1. Acquisition of the 2098-E10 & the Virtual Tape Servers no ...ter than December 30, 2009. (Lease docs included)
- 2. Acquisition of only the Virtual Tape solution no later the December 30, 2009. (Lease docs included)
- 3. Acquisition of only the 2098-E10 no later than Decer x 30, 2009. (Lease docs included)
- 4. Acquisition of only the 2098-E10 between January March 19, 2010. (Lease Docs provided in January 2010)

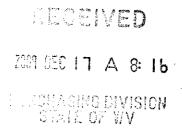
The IBM pricing for the Virtual tape solution is based on pricing extended to CDW from IBM that expires in 2009. Because of this we also have to put timeline parameters to the State of West Virginia around the Virtual Tape pricing. We have put steps in place to secure and maintain the 2009 pricing upon communication from the State that we have been awarded the Virtual tape business only awaiting finalization of signatures/paperwork into January. Likewise IBM financing documents as presented are only valid provided documents are authorized and executed by 12/30/09.

We have included a CDW Statement of Work (SOW) to provide the technical support requested to assist The State with the mainframe software changes necessitated by the new mainframe.

We have included three IBM Statements of Work (SOW) to provide the technical support requested to assist the State with the implementation related to the Virtual Tape Servers. These documents pertain to IBM implementation services for tape systems-tape encryption and key management, IBM Migration Services for tape systems-copy tape data, and IBM software services — for virtual tape server TS7720/40 planning and implementation. Please note that these services will be performed by IBM and require signature.

Thank you for your consideration and please contact us with any questions.

Donald T. Durlak CDW Mainframe Sales 412-400-0080 don.durlak@cw.com Kevin Farrell CDW VTS Sales 440-724-6622 kevin.farrell@cdw.com





#### About CDW

CDW is a leading provider of technology solutions for business, government and education. Ranked No. 34 on Forbes' list of America's Largest Private Companies, CDW features dedicated account managers who help customers choose the right technology products and services to meet their needs. The company's technology specialists offer expertise in designing customized solutions, while its advanced technology engineers can assist customers with the implementation and long-term management of those solutions. Areas of focus include notebooks, desktops, printers, servers and storage, unified communications, security, wireless, power and cooling, networking, software licensing and mobility solutions.

CDW was founded in 1984 and as of June 30, 2009 employed approximately 6,250 coworkers. In 2008, the company generated sales of \$8.1 billion. Intently focused on responding to customers' technology needs with a sense of urgency, CDW enables customers to avoid downtime and meet project deadlines by delivering the right technology products right away.

CDW is a Premier IBM Business Partner with a dedicated IBM practice. We have approximately 100 experienced individuals focusing on the entire IBM product portfolio including Mainframe and IBM Storage.

### CDW RANKINGS/

#### **AWARDS:**

Exemplary Voluntary Efforts (EVE) Award

U.S. Department of Labor (October 2008)

• InformationWeek 500 - No. 54

InformationWeek (September 2008)

• Best Places to Work in IT - No. 66

Computerworld (July 2008)

• America's Most Admired Companies – No. 1; Wholesalers: Electronics FORTUNE magazine (March 2008)

• America's Largest Private Companies - No. 39

Forbes magazine (November 2007)

• 20 Great Employers for New Grads - No. 19

FORTUNE magazine (May 2007)

Top Companies to Sell For

Selling Power (November 2008)

• VARBusiness 500 - No. 13

VARBusiness (June 2007)

HEADQUARTERS: 200 N. Milwaukee Ave. Vernon Hills, IL 60061

CONTACT: 800.800.4239

CDW.com



CDW

Unit A

RFQ COPY

6650 W. Snowville Road

Brecksville, OH 44141

TYPE NAME/ADDRESS HERE

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

### Request for REGNUMBER Quotation

ISCK0060

KRISTA FERRELL 304-558-2596

DEPARTMENT OF ADMINISTRATION IS&C - NETWORKING BUILDING 6, ROOM B110 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV

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25305-0135 304-558-5914

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Unit A

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DEPARTMENT OF ADMINISTRATION IS&C - NETWORKING BUILDING 6, ROOM B110 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0135

TYPE NAME/ADDRESS HERE 6650 W. Snowville Road Brecksville, OH 44141

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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 ISCK0060

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DEPARTMENT OF ADMINISTRATION IS&C - NETWORKING BUILDING 6, ROOM B110 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0135 304-558-5914

F O.B. FREIGHT TERMS

RFQ COPY TYPE NAME/ADDRESS HERE 6650 W. Snowville Road Unit A Brecksville, OH 44141

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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

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KRISTA FERRELL 304-558-2596

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6650 W. Snowville Road Unit A Brecksville, OH 44141

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DATE PRINTED TERMS OF SALE

DEPARTMENT OF ADMINISTRATION IS&C - NETWORKING BUILDING 6, ROOM B110 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0135 304-558-5914

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State of West Virginia Department of Administration Quotation **Purchasing Division** 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

## Request for REGNUMBER

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KRISTA FERRELL 304-558-2596

DEPARTMENT OF ADMINISTRATION IS&C - NETWORKING BUILDING 6, ROOM B110 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0135 304-558-5914

ADDRESS CORRESPONDENCE TO ATTENTION OF

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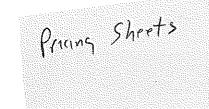
### **COST SHEET – VIRTUAL TAPE SERVERS/TAPE SOLUTION**

VENDOR NAME:	CDW
VENDOR ADDRESS:	6650 West Snowville Rd, Brecksville Oh 44141
VENDOR CONTACT:	Kevin Farrell
VENDOR PHONE NUMBER:	440-746-7241
COST OF VIRTUAL TAPE SYSTEM ( as identified on Appendix B and including 36 month warranty)	\$661,276
COST OF INSTALLATION:	No Charge
COST OF SHIPPING:	No Charge
COST of DE-INSTALLATION AND REMOVAL OF OLD TAPE EQUIPMENT (identified in section 11)	\$18,632
COST OF VTS IMPLEMETATION 9 (see section V)	\$88,672
ANY OTHER COSTS (see Section VII, item 6):	N/A
GRAND TOTAL COST:	\$768,580 *

### • Price is based on shipment of hardware by 12/30/09

Payment Terms:	
Year 1  \$ Per Month = \$16,012.07	12 Months = \$192,144.84
Year 1  \$ Per Month = \$16,012.07	12 Months = \$192,144.84
Year 1	12 Months = \$192,144.84
Year 1  \$ Per Month = \$16,012.07	12 Months = \$192,144.84
Total 48 Month Payment Cost:	\$768,579.36 *

• Price is based on shipment of hardware by 12/30/09



### **COST SHEET – MAINFRAME SERVER**

PRICING BELOW ASSUMES THAT ONLY THE 2098-E10 SHIPS BY DECEMBER 30, 2009.

VENDOR NAME:	CDW
VENDOR ADDRESS:	6650 West Snowville Rd, Brecksville Oh 44141
VENDOR CONTACT:	Don Durlak
VENDOR PHONE NUMBER:	412-400-0080
COST OF MAINFRAME SERVER (as identified on Appendix A and including 36 month Warranty)	\$930,947
COST OF INSTALLATION: cable swing from 2086- A04 to 2098-E10	\$6,229
COST OF SHIPPING:	No Charge
COST of DE-INSTALLATION AND REMOVAL OF 2086-A04:	\$5,630
COST OF SERVER MIGRATION SUPPORT:	\$21,760
ANY OTHER COSTS (see Section VII, item 6):	n/a
GRAND TOTAL COST:	\$964,566

### Price is based on shipment of hardware by December 30, 2009.

Payment Terms:	
Year 1	12 Months = \$241,141.44
Year 1  \$ Per Month = \$20,095.12	12 Months = \$241,141.44
Year 1	12 Months = \$241,141.44
Year 1	12 Months = \$241,141.44
Total 48 Month Payment Cost:	\$964,565.76

Price is based on shipment of equipment by December 30,2009.

### **COST SHEET – MAINFRAME SERVER**

# PRICING BELOW ASSUMES THAT BOTH THE 2098-E10 & THE VIRTUAL TAPE SYSTEM SHIP BY DECEMBER 30, 2009.

VENDOR NAME:	CDW
VENDOR ADDRESS:	6650 West Snowville Rd, Brecksville Oh 44141
VENDOR CONTACT:	Don Durlak
VENDOR PHONE NUMBER:	412-400-0080
COST OF MAINFRAME SERVER (as identified on Appendix A and including 36 month Warranty)	\$914,627
COST OF INSTALLATION: cable swing from 2086-A04 to 2098-E10	6,229
COST OF SHIPPING:	No Charge
COST of DE-INSTALLATION AND REMOVAL OF 2086-A04:	\$5,630
COST OF SERVER MIGRATION SUPPORT:	\$21,760
ANY OTHER COSTS (see Section VII, item 6):	n/a
GRAND TOTAL COST:	\$948,246

### Price is based on shipment of hardware by December 30, 2009.

Payment Terms:			
Year 1	12 Months = \$237,061.44		
Year 1  \$ Per Month = \$19,755.12	12 Months = \$237,061.44		
Year 1  \$ Per Month = \$19,755.12	12 Months = \$237,061.44		
Year 1	12 Months = \$237,061.44		
Total 48 Month Payment Cost:	\$948,245.76		

Price is based on shipment of hardware by December 30, 2009.

### **COST SHEET – MAINFRAME SERVER**

# PRICING BELOW ASSUMES THAT ONLY THE 2098-E10 SHIPS BETWEEN JANUARY 1, 2010 & MARCH 19, 2010.

VENDOR NAME:	CDW	
VENDOR ADDRESS:	6650 West Snowville Rd,	
Control Bright Color Control C	Brecksville Oh 44141	
VENDOR CONTACT:	Don Durlak	
VENDOR PHONE NUMBER:	412-400-0080	
COST OF MAINFRAME SERVER (as identified on	0046.077	
Appendix A and including 36 month Warranty)	\$946,877	
COST OF INSTALLATION:	6,229	
COST OF SHIPPING:	No Charge	
COST of DE-INSTALLATION AND REMOVAL OF 2086-A04:	\$5,630	
COST OF SERVER MIGRATION SUPPORT:	\$21,760	
ANY OTHER COSTS (see Section VII, item 6):	n/a	
GRAND TOTAL COST:	\$980,496	

### Price is based on shipment of hardware between January 1, 2010 & March 19, 2010.

Payment Terms:  The IGF documentation for this alternative will be provided during January 2010.	
Year 1  \$ Per Month = \$20,427	12 Months = \$245,124
Year 1	12 Months = \$245,124
Year 1	12 Months = \$245,124
Year 1	12 Months = \$245,124
Total 48 Month Payment Cost:	\$980,496.00

Price is based on shipment of hardware between January 1, 2010 & March 19, 2010.