



**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 later than December 30, 2009. (Lease docs included)
2. Acquisition of only the Virtual Tape solution no later than December 30, 2009. (Lease docs included)
3. Acquisition of only the 2098-E10 no later than December 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@cdw.com](mailto:don.durlak@cdw.com)

Kevin Farrell  
CDW VTS Sales  
440-724-6622  
[kevin.farrell@cdw.com](mailto:kevin.farrell@cdw.com)

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PURCHASING DIVISION  
STATE OF WV



## 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**



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

# Request for Quotation

RFQ NUMBER  
**ISCK0060**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**KRISTA FERRELL  
 304-558-2596**

RFQ COPY

TYPE NAME/ADDRESS HERE

CDW  
 6650 W. Snowville Road  
 Unit A  
 Brecksville, OH 44141

SHIP TO

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

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/19/2009				

BID OPENING DATE: **12/17/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		920-45		
<p>MAINFRAME SERVER AND VIRTUAL TAPE STORAGE SOLUTION</p> <p>REQUEST FOR QUOTATION (RFQ)</p> <p>THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY'S DATA CENTER, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH A NEW MAINFRAME SERVER AND VIRTUAL TAPE SOLUTION THAT INCLUDES A TWO-WAY GRID WITH FULL REPLICATION AND ALSO, TO PROVIDE FINANCING SERVICES FOR THE SOLUTION PER THE ATTACHED SPECIFICATIONS.</p> <p>THE AGENCY MAY SPLIT THIS AWARD IF IT IS IN THE BEST INTEREST OF THE STATE OF WEST VIRGINIA.</p> <p>TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN IN THE BODY OF THIS RFQ, VIA FAX AT 304-558-2596, OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS THURSDAY, DECEMBER 3, 2009 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE HAS LAPSED.</p> <p>QUESTIONS CONCERNING THE PROCESS BY WHICH A VENDOR MAY SUBMIT A BID TO THE STATE OF WEST VIRGINIA ARE NOT CONSIDERED TO BE TECHNICAL QUESTIONS AND MAY BE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>K. Ferrell</i>	TELEPHONE 440-724-6622	DATE 12/16/09
TITLE Sales Specialist	FEIN 36-4530079	ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia  
 Department of Administration  
 Purchasing Division  
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**Request for  
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PAGE  
 2

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 KRISTA FERRELL  
 304-558-2596

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CDW  
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 Unit A  
 Brecksville, OH 44141

DEPARTMENT OF ADMINISTRATION  
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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING AND IN ANY FORMAT. EXHIBIT 10 REQUISITION NO.: ..... ADDENDUM ACKNOWLEDGEMENT I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC. ADDENDUM NO.'S: NO. 1 ..... NO. 2 ..... NO. 3 ..... NO. 4 ..... NO. 5 ..... 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 ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *K Ferrell* TELEPHONE 740-724-6622 DATE 12/16/09  
 TITLE Sales Specialist FEIN ADDRESS CHANGES TO BE NOTED ABOVE

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State of West Virginia  
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# Request for Quotation

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**ISCK0060**

PAGE:  
**3**

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11/19/2009				

BID OPENING DATE: **12/17/2009** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p><i>K. Ferrell</i>            .....            SIGNATURE    <i>CDW</i>            .....            COMPANY    <i>12/16/09</i>            .....            DATE</p>						
<p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>EQUIPMENT (MAINFRAME SERVER/VIRTUAL TAPE SERVERS):</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>INSTALLATION AND DE-INSTALLATION:</p> <p>FOR THIS CONTRACT SHALL BE PERFORMED WITHIN 60 DAYS OF THE RECEIPT OF THE PURCHASE ORDER. DEINSTALLATION OF THE EQUIPMENT SHALL BE PERFORMED WITHIN 30 DAYS AFTER THE NEW EQUIPMENT IS INSTALLED AND ACCEPTED BY THE AGENCY.</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						

SIGNATURE <i>K. Ferrell</i>	TELEPHONE <i>410-724-6622</i>	DATE <i>12/16/09</i>
TITLE <i>Sales Specialist</i>	FEB <i>36-4530079</i>	ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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PAGE  
**4**

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**KRISTA FERRELL  
 304-558-2596**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

CDW  
 6650 W. Snowville Road  
 Unit A  
 Brecksville, OH 44141

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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

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11/19/2009				

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WARRANTY AND MAINTENANCE WILL TAKE EFFECT UPON THE SUCCESSFUL INSTALLATION AND ACCEPTANCE OF THE SYSTEM BY THE AGENCY. WARRANTY AND MAINTENANCE DATES WILL BE ADDED TO THE CONTRACT BY FORMAL CHANGE ORDER UPON ACCEPTANCE.</p> <p>FINANCING:            (SEE ATTACHED STATE OF WEST VIRGINIA LEASE PURCHASE AGREEMENT.)</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>NOTICE            A SIGNED BID MUST BE SUBMITTED TO:            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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>K. Ferrell</i>	TELEPHONE 440-727-6622	DATE 12/16/09
TITLE Sales Specialist	FEIN 36-4530079	ADDRESS CHANGES TO BE NOTED ABOVE

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



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### Request for Quotation

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 ISCK0060

PAGE  
 5

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 KRISTA FERRELL  
 304-558-2596

**RFQ COPY**

**TYPE NAME/ADDRESS HERE**

CDW  
 6650 W. Snowville Road  
 Unit A  
 Brecksville, OH 44141

DEPARTMENT OF ADMINISTRATION  
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11/19/2009				

BID OPENING DATE: 12/17/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT		
<p>THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:            SEALED BID</p> <p>BUYER: KRISTA FERRELL-FILE 21</p> <p>RFQ. NO.: ISCK0060</p> <p>BID OPENING DATE: 12/17/2009</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: 440.717.1302</p> <p>-----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):</p> <p>-----</p> <table> <tr> <td>MAINFRAME CONTACT Don Durlak 412-400-0080 don.durlak@cdw.com</td> <td>TAPE CONTACT Kevin Farrell 440.724.6620 kevin.farrell@cdw.com</td> </tr> </table> <p>***** THIS IS THE END OF RFQ ISCK0060 ***** TOTAL:</p>							MAINFRAME CONTACT Don Durlak 412-400-0080 don.durlak@cdw.com	TAPE CONTACT Kevin Farrell 440.724.6620 kevin.farrell@cdw.com
MAINFRAME CONTACT Don Durlak 412-400-0080 don.durlak@cdw.com	TAPE CONTACT Kevin Farrell 440.724.6620 kevin.farrell@cdw.com							

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>K. Farrell</i>	TELEPHONE 740-724-6622	DATE 12/16/09
TITLE Sales Specialist	FEIN 36-4530079	ADDRESS CHANGES TO BE NOTED ABOVE

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



## COST SHEET – VIRTUAL TAPE SERVERS/TAPE SOLUTION

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

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

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

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

*Prans Sheets*

## COST SHEET – MAINFRAME SERVER

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

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

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

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

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.

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

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

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

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.

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

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

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

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