



**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.

A P R O P O S A L T O

West Virginia Department of Education

for

Systems Integration Services
RFP EDD353450

TECHNICAL PROPOSAL

April 26, 2011



Presented by:

Chip Merritt
Senior Account Manager
Verizon Business
4700 MacCorkle Ave., SE
Charleston, WV 25304
Office: 304-356-3401
Fax: (304)
chip.j.merritt@verizonbusiness.com

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WV PURCHASING
DIVISION

Provision of the services proposed is contingent upon Verizon's satisfactory completion of contract negotiations with our subcontractor CompassLearning and Verizon reserves the right to substitute a different subcontractor or to withdraw its proposal without penalty, obligation or liability to Customer. Final execution of definitive agreements by all of Verizon's subcontractors and suppliers intended to be used by Verizon to provide the products and services described in this Response, at rates, terms and conditions satisfactory to Verizon;

Absence of any requirement for Verizon or its subcontractors or suppliers to obtain any additional regulatory or other governmental approvals, or to file any tariffs, or to satisfy any

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regulatory or governmentally mandated requirements or conditions, in order to provide the products and services described herein;

Vendor Name: Verizon Business Network Services, Inc., on behalf of Verizon Network Integration Corp., and Verizon Select Services Inc., MCI Communications Services, Inc. d/b/a Verizon Business Services, which will provide the Professional Services

Authorized Signature: Marsha K. Harrell **Title:** _____

Marsha K Harrell
Senior Consultant
Contract Management

Date: 4/22/11

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4700 MacCorkle Ave., SE
Charleston, WV 25304

April 26, 2011

Shelly Murray
Buyer Supervisor
West Virginia Department of Education
Purchasing Division
P.O. Box 50130
2019 Washington Street, East
Charleston, WV 25305-0130

Dear Ms. Murray:

On behalf of Verizon Business, thank you for the opportunity to propose our services in response to West Virginia Department of Education RFP EDD353450. Our understanding of your business goals and needs has enabled us to develop a cost-effective offering that can address your current requirements while giving you access to the technology and support needed to help position your enterprise for future growth.

As a leading provider of advanced communications and information technology (IT) services to large-business and government customers worldwide, Verizon Business offers solutions that can make WVDE's day-to-day operations more productive, secure, and cost-effective. We are committed to delivering value in business voice, data, security, and Internet solutions based on the most appropriate mix of existing and emerging technologies.

We are also committed to giving WVDE the personal support you need to select, implement, and manage your communications services. Our customer-focused account team can help position you to make critical business decisions for today and tomorrow. We take a holistic view of communications with respect to your industry, your enterprise, and your business objectives. It is this broader vision that enables us to provide solutions that improve the overall business performance of our clients.

Our proposal presents a comprehensive solution to your requirements and highlights the benefits of selecting Verizon Business as your services provider. We are committed to delivering outstanding value, and we are confident that our strong customer service focus and dedication to the continual improvement of our network and services position us as a strategic communications partner for WVDE. If you have any questions regarding this proposal, please do not hesitate to contact me.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Chip Merritt".

Chip Merritt
Senior Account Manager