

GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

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1. Awards will be made in the best interest of the State of West Virginia.
 2. The State may accept or reject in part, or in whole, any bid.
 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **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>.
 15. **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, and the West Virginia Insurance Commission. 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.
 16. **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 material, 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.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).

PRE-BID CONFERENCE
SIGN IN SHEET

Request for Quotation Number:

15CL0083

Date:

6/7/2011

Project Description:

Enterprise Storage Array

PLEASE PRINT LEGIBLY. THIS INFORMATION IS ESSENTIAL TO CONTACT THE ATTENDEES IN A TIMELY MANNER. FAILURE TO DO SO MAY RESULT IN DELAYS IN YOUR COMPANY GETTING IMPORTANT BID INFORMATION.

Firm Name:	<u>EMC Corporation</u>
Firm Address:	<u>102 Centre Court Rd Charleston WV 25314</u>
Representative Attending:	<u>Lori Caldwell</u>
Phone Number:	<u>304 241 3100</u>
Fax Number:	<u>304 343 5928</u>
Email Address:	<u>Lori.Caldwell@emc.com</u>

Firm Name:	<u>POMEROY</u>
Firm Address:	<u>1409 WASHINGTON ST. WEST CHARLESTON, WV 25213</u>
Representative Attending:	<u>RICHARD SYLVESTER</u>
Phone Number:	<u>304-946-4434 #6768</u>
Fax Number:	<u>1800 20 650-1703</u>
Email Address:	<u>RICHARD.SYLVESTER@Pomero.com</u>

Firm Name:	<u>Advista</u>
Firm Address:	<u>803 Quince Street #300 Charleston WV 25301</u>
Representative Attending:	<u>Daniel Lohm</u>
Phone Number:	<u>304 343 4444</u>
Fax Number:	<u>304 343 2928</u>
Email Address:	<u>dlohmb@advista.com</u>

Firm Name:	<u>Pomero</u>
Firm Address:	<u>1409 WASHINGTON ST. WEST CHARLESTON, WV 25213</u>
Representative Attending:	<u>MIKE MATNEY</u>
Phone Number:	<u>304-610-9838</u>
Fax Number:	<u>304-296-4439</u>
Email Address:	<u>M.MATNEY@Pomero.com</u>

Firm Name:	<u>DMIS Data Systems</u>
Firm Address:	<u>60 Delta Hollow Road Frankfort Ky 40601</u>
Representative Attending:	<u>Brian Fox</u>
Phone Number:	<u>859-220-0011</u>
Fax Number:	<u>502-663-2007</u>
Email Address:	<u>bfox@dmisdata.com</u>

Firm Name:	<u>V&A Inc</u>
Firm Address:	<u>4700 MacCORKLE AVE CHARLESTON 25314</u>
Representative Attending:	<u>Chris Adams II</u>
Phone Number:	<u>304 526-6999</u>
Fax Number:	<u>304 356-8500</u>
Email Address:	<u>chris.adams@vabusiness.com</u>

PRE-BID CONFERENCE
SIGN IN SHEET

Request for Quotation Number:

ISCL0083

Date:

6/9/2011

Project Description:

Enterprise Storage Array

PLEASE PRINT LEGIBLY. THIS INFORMATION IS ESSENTIAL TO CONTACT THE ATTENDEES IN A TIMELY MANNER. FAILURE TO DO SO MAY RESULT IN DELAYS IN YOUR COMPANY GETTING IMPORTANT BID INFORMATION.

Firm Name:	<u>Dell</u>
Firm Address:	<u>6509 Cherry Leaf Ct Mason, OH 45040</u>
Representative Attending:	<u>Mich Mahoney</u>
Phone Number:	<u>513-227-6885</u>
Fax Number:	<u>513-492-8375</u>
Email Address:	<u>mich.mahoney@dell.com</u>

Firm Name:	<u>Software-Information Systems</u>
Firm Address:	<u>208 Association Drive Suite 500 Charleston, WV 25301</u>
Representative Attending:	<u>Charles D. Arnett</u>
Phone Number:	<u>304-768-1695</u>
Fax Number:	<u>304-768-1631</u>
Email Address:	<u>charlie.arnett@sis.com</u>

Firm Name:	<u>Hewlett-Packard Company</u>
Firm Address:	<u>52 Westwood Sq. #2000 Westerville, Ohio 43081</u>
Representative Attending:	<u>Ralph Dittman</u>
Phone Number:	<u>614-811-9741</u>
Fax Number:	<u>NA</u>
Email Address:	<u>ralph.dittman@hp.com</u>

Firm Name:	
Firm Address:	
Representative Attending:	
Phone Number:	
Fax Number:	
Email Address:	

Firm Name:	<u>Hewlett-Packard</u>
Firm Address:	<u>1100 Alameda Dr Bathel Park, TN 37022</u>
Representative Attending:	<u>LARRY MILLER</u>
Phone Number:	<u>615-857-5566</u>
Fax Number:	
Email Address:	<u>LARRY.MILLER@HP.COM</u>

Firm Name:	
Firm Address:	
Representative Attending:	
Phone Number:	
Fax Number:	
Email Address:	



John A. Caldwell

Senior Account Executive

304.245.4994
Cell: 304.540.3100
caldwell.ja@bmc.com



BMC Corporation 3630 Quaker Street, Suite 500, Charleston, WV 25301 www.bmc.com

POMEROY
infrastructure. optimized.™

Richard A. Sylvester
Technology Services Executive

4013 W. Washington Street
Charleston, WV 25313
Office: 304.746.4434 x. 5768
Fax: 800.658.1707
Mobile: 304.954.2381
richard.sylvester@pomeroys.com
www.pomeroys.com



Brian L. Fox
Solutions Specialist

859.285.0198 (c)
859.683.2007 (f)
859.296.5760 ext. 113 (e)
bfax@dmddatasystems.com

Simply Solving

Frankfort • Lexington • Louisville
www.dmddatasystems.com



Chip Merritt
Client Account Manager

4700 MacCorkle Ave., SE, 1st Floor
Charleston, WV 25304
Phone 304.356-3401
Fax 304.356-3590
Mobile 304.690-6999

chip.j.merritt@verizonbusiness.com

Mitch Mahoney
Account Executive
Major Public Accounts

mobile 415.332.6800
email mitch_mahoney@dell.com



Dell, Inc. 6505 Cherry Lane Ct
Masco. OH 45880 BSA

SIS | The Talent
Behind the
Technology

Software Information Systems, LLC

Charles D. Anshel
Client Representative
Account Executive

Software Information Systems, LLC
Nashville Business Park
200 Association Drive, Suite 210
Charlotte, NC 28211-1268
www.ThinkSIS.com

Tel: (302) 768 1025
Cell: (302) 549 7698
Fax: (302) 768 1074



Ralph DiFranco
ISG Enterprise Account Manager
Public Sector

Hewlett-Packard Company
52 Waterville Square, PMB 190
Westerville, OH 43081

614.818.9741 Tel
614.272.8948 Cell
ralph.difranco@hp.com



Larry Mulhern
Storage Specialist

Hewlett-Packard Company
1500 Algonk Boulevard
Pittsburgh, PA 15222

412.452.2146 Tel
412.287.4260 Cell
lawrence.mulhern@hp.com

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**West Virginia office of Technology (WVOT)
Request for Quotation (RFQ) ISCL0083**

OBJECTIVE

The WV State Purchasing Division for the agency WV Office of Technology (WVOT) is soliciting bids to acquire a new Enterprise Storage Array at the State of West Virginia Flatwoods Data Center located at 89 Richard D. Minnich Dr., Sutton, WV. This procurement is to include all hardware, software, maintenance, installation and training. The system **must** be manufactured by a company who is listed in the Gartner Leaders Quadrant for Midrange Disk Arrays.

PRE-BID CONFERENCE

A **mandatory** pre-bid conference will be held at the Capitol Complex, 1900 Kanawha Blvd E, Building 5, 10th Floor, Charleston, WV 25305 at 00:00 am/pm on 00/00/00.

The Enterprise Storage Array is needed to support Network Attached Storage (NAS) functionality, a VMware ESX Cluster and stand-alone servers' storage needs running on Microsoft Windows Server 2000-2008, VMware vSphere 4.1, Red Hat/SUSE Linux and HP-UX 11i. It **must** have initial useable capacity of 15 TB for File Protocols (CIFS, NFS) and 10 TB for Block Protocols (iSCSI, FC, FCoE).

The system **must** support NDMP via IP. The WVOT currently hosts a backup solution called Avamar in production which is manufactured by EMC. The bid must be compatible with the current system. Vendor's bidding "or equal" systems should include manufacturer's literature documenting compliance with the existing system. WVOT reserves the right to determine compatibility.

The system must support native block- and file-based replication to an array of the same family."

The system **must** support Windows, UNIX & Linux Operating Systems.

The system **must** be VAAI Compliant for ALL Block Protocols.

The system **must** support FC or SAS, SATA and SSD Drive types.

The system **must** have a minimum 200 Drive Capacity (across all drive types).

The system **must** have redundant Storage Processors and Filers.

The system **must** support the following Protocols

- iSCSI (10 Gbps) minimum 4 ports per Storage Processor
- CIFS(1 Gbps) minimum 4 connections per filer

The system **must** be capable of the following Protocols for future expansion

- FC (8Gbps) minimum 4 ports per Storage Processor

The system **must** be Unified or have Gateway for CIFS by the same manufacturer that supports filer-based replication.

The system **must** be capable of Virtual/Thin Provisioning.

The system **must** be capable of native IP-based replication of both Block and File Protocols.

The system **must** have Host Multipathing Support.

The system **must** have Dial Home / Remote Support.

The system **must** be installed by the hardware manufacturer.

BID RESPONSE REQUIREMENTS

All costs for the Enterprise Storage Array **must** be included on the attached itemized Cost sheet and include quantities, part numbers, product descriptions and cost information for all items necessary to install. **The intent and purpose of the cost sheet is for agency billing purposes only.**

The Cost sheet **must** include all common system components (redundant storage processors (Active/Active), redundant filers (Active/Passive minimum) and drive enclosures to support initial capacity, redundant power supplies, and array/cache battery backup components).

The Cost sheet **must** include the initial feature cost and any incremental costs (per TB, etc) for separately licensed features.

The Cost sheet **must** include Manufacturer Support/Maintenance costs, Dial Home/Remote Support for 60 months on all hardware and 60 months on all software (broken down by individually licensed features). The maintenance and support for each phase will be added via change order upon successful installation and acceptance of the system by WVOT.

The Cost sheet **must** include "rack and stack" installation by the manufacturer.

The Cost sheet **must** include factory training for 2 individuals.

The Cost sheet **must** include multipath licensing costs for UNIX, Microsoft Windows and Linux hosts (tiered costs if appropriate for hosts with 1-4 processors).

DELIVERY REQUIREMENTS AND INSTALLATION ADDRESSES

Delivery of the equipment **shall** be made during normal working hours. The normal working hours of the Office of Technology are 7:30 AM to 5:00 PM, Monday through Friday. However, designated State holidays, weekends, and after hours schedules will be accommodated if given advance notice and permission by the Office of Technology.

The equipment **must** be delivered and installed at the Flatwoods Data Center located at 89 Richard D. Minnich Drive, Sutton WV, 26601. All deliveries **MUST** include **INSIDE** delivery and will need to be made via a truck with a lift gate (NO LOADING DOCK). All deliveries **MUST** be scheduled 24 HOURS IN ADVANCE of delivery. Delivery and installation must be completed within 45 days from issuance of purchase order.

EQUAL EMPLOYMENT OPPORTUNITY

The successful vendor **must** be an Equal Opportunity Employer, and **shall** take all employment actions without regard to an individual's race, color, national origin, ancestry, sex, religion, age, physical handicap, disability, or political affiliation.

CONDUCT AND MANAGEMENT

While employed on this contract, all personnel will remain employees of the vendor. The vendor **shall** make this condition clearly known to his or her employees and **shall** be responsible for their conduct and management. The State of West Virginia **shall** not be considered a re-employer. If a vendor employee displays improper work conduct, unsatisfactory performance, or is deemed to be unqualified to perform the assignment, the Office of

Technology may request a replacement employee from the vendor. The Vendor **shall** be solely responsible for conformity with all applicable health, safety and sanitation standards, laws and regulations at the State's facilities. 9

SMOKE FREE / DRUG FREE / ALCOHOL FREE

In keeping with the policies of the State of West Virginia, the Vendor **must** maintain a drug free / alcohol free work environment.

IMMIGRATION REFORM AND CONTROL ACT OF 1986

By submitting this response, the vendor certifies that it does not and will not, during the performance of the contract, employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986.

SUPPORT

The Office of Technology will have an employee available during all installation. Additionally, the Office of Technology will provide a list of contact and support personnel that will be available to the successful vendor.

GLOSSARY

CIFS – Common Internet File System
FC – Fibre Channel
FCoE – Fibre Channel over Ethernet
IP – Internet Protocol
iSCSI – Internet Small Computer Systems Interface
NDMP – Network Data Management Protocol
NFS – Network File System
SAS – Serial Attached SCSI
SATA – Serial Advanced Technology Attachment
SSD – Solid State Drive
TB – Terabyte
VAAI – vStorage APIs for Array Integration

ISCL0083 TECHNICAL QUESTIONS

- Q.** Under Objective: The system must be manufactured by a company who is listed in the Gartner Leaders Quadrant for Midrange Disk Arrays.
Under Pre-Bid Conference: The Enterprise Storage Array is needed to support NAS functionality. Is this supposed to be a midrange box or an enterprise class box? When I think of midrange I think of VNX, DS5300, FAS3200 series boxes. When I think of Enterprise class boxes, I think of DS8700,8800, VMAX, DMX, FAS6000 series boxes. Big, robust machines. Most of the must haves indicate this should be a midrange storage box, not an enterprise class storage box.
- A.** We are looking for a midrange storage solution for the disaster recovery site that meets the requirements listed in the RFQ.
- Q.** The system must support native, array-based replication to a mainframe compatible, FICON-attached storage array within the product line. Array itself will not need FICON based mainframe connectivity. If it doesn't need connectivity, why is this a requirement?
- A.** This requirement has been removed and replaced by the following requirement: The system must support native block- and file-based replication to an array of the same family.
- Q.** Is the State open to the Storage Refresh RFP being a proposal under WSCA terms and conditions?
- A.** No. (These terms and conditions are not approved by the WV Attorney General's Office and as such are not to be considered a part of this or any bid for the State.)
- Q.** Given the dates outlined in the proposal for technical questions and the resulting response dates, we respectfully request a 2 week extension for this proposal response. We are concerned that we will not have adequate time to produce the most cost-effective solution available given the limited time between the responses to vendor questions and the current due date for proposal responses.
- A.** Since technical questions were discussed and answered in the pre-bid conference dated June 9, 2011, we feel this is adequate time to produce a cost-effective solution and cannot extend the bid opening date at this time.

- Q.** Would you consider an alternative to the requirement for a "array based replication to a mainframe-compatible, FICON-attached array within the product line"?
- A.** This requirement has been removed and replaced by the following requirement: The system must support native block- and file-based replication to an array of the same family.
- Q.** What versions of Red Hat are in use?
- A.** None exist at this time. We anticipate Red Hat (RHEL) 5, Red Hat (RHEL) 6 and CentOS 5 as possible OS versions.
- Q.** What versions of Suse Linux are in use?
- A.** None exist at this time. We anticipate SUSE (SLES) 11 or OpenSUSE 11 as possible OS versions.
- Q.** What specific versions of HP-UX 11i are in use? 11i v1, 11iv2, or 11iv3 or all 3?
- A.** None exist at this time. We anticipate any HP-UX 11i version as possible OS versions.
- Q.** How many windows 2000 hosts are in use?
- A.** None exist at this time. We anticipate there being zero servers installed with Windows 2000
- Q.** Do you have a detailed list of hosts, O/S versions, HBAs, HBA driver versions, and SAN Equipment and SAN Equipment microcode versions you could provide?
- A.** The only initial OS that will be connected is VMware vSphere 4.1. All SAN connectivity will be done via 10GbE on a Cisco Nexus 5548. The HBAs are Cisco N2XX-ABPC102 and will have the latest firmware version supported by the array at the time of installation.
- Q.** Is there a preferred drive size?
- A.** The preferred drive size for block protocols is 15k, 300GB or 450GB FC/SAS. The preferred drive size for file protocols is 7.2k, 1 TB SATA (or equivalent).
- Q.** Is there a preferred Raid-level?

- A.** The preferred RAID level for block protocols is RAID-5 preferably around the 6+1 drive count. The preferred RAID level for file protocols is RAID-5 preferably around the 6+1 drive count. There should be adequate global hot spares in the array based on manufacturer recommendations.
- Q.** Does the system that is bid have to have room for 200 drives or the ability to grow to 200 drives if the initial 25TB is satisfied with less than 200 disks?
- A.** The array must support at least 200 drives in total when fully expanded. The initial configuration need only have as many drive enclosures as necessary to fulfill the usable storage requirement.
- Q.** What is the minimum support level that is required?
- A.** Minimum support shall include dial home, remote support and 24 hour x 7day, 365 day, 4-hour response technical support
- Q.** Is a support level higher than the minimum preferred?
- A.** The requirements stated above are sufficient.
- Q.** What is the number of NAS users required for this solution?
- A.** In the event of a disaster, we anticipate 4,000 to 5,000 users. The proposed solution must be able to handle the anticipated load in the event of a disaster.
- Q.** How many 8Gbps FC ports are estimated to be needed in the future?
- A.** When, at a future time, we move to FC for SAN connectivity, we will require purchasing a minimum of 4 ports per active storage processor. The ports must be a minimum of 4 Gbps
- Q.** What SAN equipment is in use?
- A.** All SAN connectivity will be done via 10GbE on a Cisco Nexus 5548. The HBAs are Cisco N2XX-ABPC102 and will have the latest firmware version supported by the array at the time of installation.
- Q.** What SAN facilities are currently in place to get FC onto the IP network for replication in both facilities?
- A.** FC will not be in use initially as SAN Infrastructure

- Q.** What networking facilities are in place to connect the two sites? Please give as much detail as possible.
- A.** Initially, there will be one or two 1GbE data circuit between the Building 6 Data Center and the Flatwoods Data Center and will be either Switched Ethernet or point-to-point circuits.
- Q.** What carrier and technology is in place to provide data communications between the sites?
- A.** Frontier will be the provider and the technology will either be a point-to-point or Switched Ethernet 1GbE circuit(s).
- Q.** You require 4 x 10Gbps iSCSI connections per storage processor. If the solution is a cluster, do you mean a total of 4 ports or 8 ports?
- A.** 4 ports per active storage processor, 2 active storage processors.
- Q.** You require 4 x 1Gbps of CIFS connections per filer. If the solution is a cluster, do you mean a total of 4 ports or 8 ports?
- A.** 4 ports per filer, minimum 1 active and 1 passive filer. If the Ethernet connections are shared by both filers, there only needs to be 4 ports.
- Q.** You are asking for filer based replication as well as block based array replication. If the filer data resides on a block device with array replication will that be sufficient?
- A.** As long as the replication is seamless and automated. The replicated filer data should be accessible to the filer at the DR site with no manual intervention so that a cutover in a disaster situation can be done quickly.
- Q.** The document states that the system **must** be capable of native IP-based replication of both Block and File Protocols. Does this mean native data replication or replication via the protocol (NFS/CIFS)?
- A.** If there are seamless replication technologies that replicate CIFS data between frames via another protocol, it is acceptable.
- Q.** The 15TBs being used for File need to be SATA or FC drives?
- A.** SATA (or equivalent)
- Q.** The 10TBs being used for Block need to be Flash, FC or SATA Drives?
- A.** FC/SAS

Q. Are there any performance requirements?

A. Capability of replication is required for future consideration. There are no IOP or other performance requirements that must be met as part of this RFQ.

Q. For replication, is there a certain RPO (Recover Point Objective) and RTO (Recover Time Objective) that needs to be met?

A. Capability of replication is required for future consideration. There are no RPO or RTO guidelines included for consideration as part of this RFQ.

Q. How many Hosts need to be replicated?

A. Capability of replication is required for future consideration.

Q. Does the array need to support FC or SAS, SSD and SATA drives all at the same time?

A. Yes, the array must have the capability to utilize FC/SAS, SATA (or equivalent) and SSD drive types. Initially, the only drive types installed in the array will be SATA (or equivalent) and FC/SAS to fulfill the usable storage requirements in this RFQ. Installation of additional storage and other drive types are a future consideration.

Q. Does the array need to support all three drive tiers for Auto Tiering?

A. Yes, the array needs to support all three drive types and some method of automatic data tiering. The actual configuration and use of automatic data tiering will be a future consideration.

Q. Does the array need to handle 200 drives in this solution or does the array only need to be able to be upgraded to 200 drives?

A. The array must be expandable to a minimum of 200 drives. The array only needs to include the number of drives (based on drive preference) and drive enclosures necessary to meet the useable storage requirements in the specifications.

Q. For this solution, is the array going to be using iSCSI for block and CIFS for File?

A. Yes.

- Q.** Are you wanting the 8GB FC ports in this Bid or does the array only need to be able to have the 8GB ports added at a later date.
- A.** FC ports will be a future expansion so the array only needs to have the capability for them to be added at a later date. The ports must be a minimum of 4 Gbps
- Q.** Installation: Are you looking for the manufacturer to migrate data from an existing array to this new solution?
- A.** No.
- Q.** Does the manufacturer need to setup replication?
- A.** No, capability of replication is required for future consideration
- Q.** Does the installation only need to be Rack and Stack?
- A.** Rack and stack, powered up and all installed software and hardware validated operational.
- Q.** Does this solution need to have and CIFS setup on the array?
- A.** Any initial configuration that must be done to validate that the CIFS filers are installed and operational must be performed, but no storage needs to be configured during setup.
- Q.** Does the manufacturer need to setup Thin Virtual Provisioning?
- A.** Any initial configuration that must be done to validate that thin provisioning is installed and operational must be performed, but no storage needs to be configured during setup.
- Q.** What type of training is needed for 2 people?
- A.** Operation and Administration
- Q.** I attended the Pre-bid conference today and it appears that there is a specification that limits the bidding to only EMC and its resellers. It was discussed that this specification was too stringent and it excluded all other manufacturers... and we were told it was unintentional. To comply with a basic tenant "that there shall not be any brand or vendor preference" we ask that this requirement be removed to permit open and competitive bidding: "The system must support native, array-based replication to a mainframe-compatible, FICON-attached storage array within the product line. Array itself will not need FICON-based mainframe connectivity"

- A.** This requirement has been removed and replaced by the following requirement: The system must support native block- and file-based replication to an array of the same family.
- Q.** Also, can you please clarify: The system must be installed by the hardware manufacturer. Can a Business Partner of the manufacturer also meet this requirement?
- A.** No, The equipment must be installed by the manufacturer.
- Q.** And, can you please clarify what is meant by installed? Rack and stack, power-up, configure, etc.
- A.** Rack and stack, powered up and all installed software and hardware validated operational.
- Q.** Does it need to support 200 drives of each type concurrently? (page 7 of RFQ)
- A.** No, minimum 200 drive capacity total across all drive types is required.
- Q.** Define native IP-based replication. Does this mean that no 3rd party solution? (page 7)
- A.** Native IP-based replication means that the array, while solely connected to Ethernet networking equipment, can replicate to a similar array on the other side of a data circuit via IP without any additional equipment between.
- Q.** Is dial-home by phone only, or can it be Internet based notification? Are emails OK? (page 8)
- A.** All three are acceptable
- Q.** Does the array need to be VAAI compliant or VAAI certified?
- A.** The array must support VAAI over both FC and iSCSI protocols and must support all three basic capabilities (primitives) of VAAI. These primitives include Block Zeroing, Full Copy and Hardware Assisted Locking.
- Q.** Does the array need to support CIFS, NFS, FC, iSCSI and FCoE?
- A.** The array must have the capability to support CIFS, NFS, FC and iSCSI. The requirements in the RFQ only require CIFS and iSCSI protocols to be

enabled. The other protocols must only be supported and available for future expansion.

Q. Is there any storage that will be traded in with this purchase? If so, please provide model and capacity.

A. No, there will be no trade in as part of this purchase.

Q. The system must support the following Protocols

iSCSI (10 Gbps) minimum 4 ports per Storage Processor

CIFS (1 Gbps) minimum 4 connections per filer

The system must be capable of the following Protocols for future expansion.

FC (8Gbps) minimum 4 ports per Storage Processor

Per the discussion (as reviewed from our pre-bid iPAD recording) it was stated that the infrastructure was going to be 10GB iSCSI, CIFS shares, and VMware using 10Gbps iSCSI, therefore we would like the 8Gbps Fiber Channel to be relaxed to 4Gbps or removed since there is nothing that says there is an 8Gbps performance requirement. We would like the FC (8Gbps) minimum 4 ports per Storage Processor removed. There was no reason given to support the 8Gbps performance requirement.

A. We require that the array be capable to of supporting Fibre Channel for future upgrades. After reviewing this requirement, we have elected to reduce the Fibre Channel port speed to 4Gbps

Q. The system must support the following Protocols ISCSI (10Gbps) minimum 4 ports per Storage Processor. (My interpretation of this is that if a box has two controllers, then the box needs qty 8 of 10 Gbps ports, is this interpretation correct) CIFS (1 Gbps) minimum 4 connections per filer (My interpretation of this is that if a box has two controllers, then the box needs qty 4 of 1 Gbps ports because it is treated as 1 filer. Is this correct or should the qty be 8 and the ports should be based on the number of controllers? Also, can these ports be used for other functionality or do they have to be dedicated CIFS ports.)

A. The array must have (4) 10 Gb ports per active controller for block protocols. There must be 2 active controllers therefore there must be 8 ports for iSCSI. The array must have (4) 1 Gb ports per filer and must have a minimum of 1 active filer and 1 passive filer and therefore must have 8 ports. The only other acceptable use for the filer ports are for replication and NDMP operations

Bid Summary

ISCL008

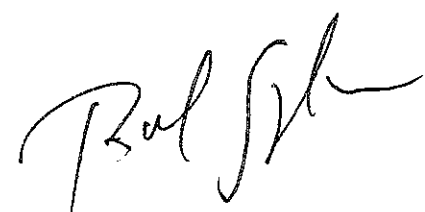
COPY- ORIGINAL IS IN Bids of RFQ

Qty	Part #	Description	Price	Ext. Price
Configuration Name IS&C VNX 5500 RFQ ISCL0083 6-9-11				
SYSTEM PSI VNX 5500				
1	VNX5500DP15M	VNX5500 DPE; 15X3.5 DRIVE SLOTS-MINI RACK	\$7,688.93	\$7,688.93
22	VX-VS07-010	VNX 1TB NL SAS DRV-15X3.5IN DRV DPE/DAE	\$425.61	\$9,363.52
5	VNX6GSDAE15F	VNX 15X3.5 IN 6GB SAS EXP DAE-FIELD INSTALL	\$1,980.13	\$9,900.63
1	VNXCSM	VNX CONTROL STATION-MINI RACK	\$0.00	\$0.00
2	VDMM1GCUA	VNX 1GBASE-T DM MODULE 4 PORT	\$839.44	\$1,678.87
1	VNX5500DMEM	VNX5500 DME: 1 DATA MOVER+FC SLIC-MINI RACK	\$0.00	\$0.00
1	VNX5500DMM	VNX 5500 ADD ON DATA MOVER+FC SLIC-MINI RACK	\$2,700.56	\$2,700.56
51	VX-VS15-300	300GB 15K 520BPS 6GB SAS 3.5 CARRIER	\$474.93	\$24,221.42
1	V-VX-VS1530	3.5 IN 300GB 15K VAULT PACK FOR 6GSDAE-15/15 drive DPE	\$1,898.65	\$1,898.65
1	VNXDMCBLD2S2	VNX CABLE KIT FOR DPE + 2 DM; 1 CS; 2 SPS	\$0.00	\$0.00
7	C13-PWR-12	2 C13 PWRCORDS W/ NEMA 5-15 PLUGS 125V 10A	\$0.00	\$0.00
1	VNX55-KIT	DOCUMENTATION KIT FOR VNX5500	\$0.00	\$0.00
1	VNXFCSFP	ADDITIONAL 8 G SFP FOR VNX5500	\$335.56	\$335.56
2	VSPMXGI2A	VNX 2 PT OP 10G ISCSI IO MOD PR-SFP	\$5,034.47	\$10,068.94
Hardware Sub Total				\$67,857.08
1	UNIU-V55	UNISPHERE FOR UNIFIED FOR A VNX-5500	\$14,415.14	\$14,415.14
1	BASEP-V55	BASE FILE LICENSE (CIFS AND FTP) FOR VNX5500	\$0.00	\$0.00
1	VNXOE-55	VNX OE LICENSE MODEL FOR VNX5500	\$0.00	\$0.00
22	VNXOECAPT	VNX OE PER TB HIGH CAPACITY FOR VNX5500;5700;7500	\$351.64	\$7,736.10
15	VNXOEPERFTB	VNX OE PER TB PERFORMANCE FOR VNX5500;5700;7500	\$814.78	\$12,221.67
Software Sub total				\$34,372.91
1	PS-PKG-MRUD	RACK; STACK AND IMPLEMENT FOR VNX	\$5,522.27	\$5,522.27
Services Sub total				\$5,522.27
1	M-PREHW-001	PREMIUM HARDWARE SUPPORT	\$13,866.24	\$13,866.24
1	M-PRESW-001	PREMIUM SOFTWARE SUPPORT	\$13,355.93	\$13,355.93
1	WU-PREHW-001	PREMIUM HARDWARE SUPPORT - WARR UPG	\$0.00	\$0.00
Maintenance Sub total				\$27,222.16
60	CE-DIRREG01	Training Direct Registration with EMC	\$100.00	\$6,000.00
Training Sub total				\$6,000.00
1	PP-WN-KIT	POWERPATH WINDOWS KIT	\$0.00	\$0.00
1	POWERPATH-LS	POWERPATH LICENSE SOLUTION	\$0.00	\$0.00
1	456-103-635	POWERPATH PP-WN-COUNTR	\$0.00	\$0.00
2	457-100-696	POWERPATH PP-X86-T1	\$369.40	\$738.79
Miscellaneous Sub Total				\$738.79
Total				\$141,713.21

FEIN # 61-1352158

POMEROY
infrastructure. optimized.™

4013 Washington street, west
Charleston, WV 25313
304-746-4434



Itemized Cost Proposal

ISCL008, Storage Array (attach additional pages if necessary)
 (to be used by the agency for internal billing purposes only)

List items in the following order: hardware, software, delivery costs, installation, training and maintenance. Include cost totals for each category, each phase, each array, and a final total cost

Quantity	Part Number	Product Description	Cost
1		Hardware Total (USD)	\$67,857.08
1		Software Total (USD)	\$34,372.91
1		Services Total (USD)	\$5,522.27
1		Maintenance Total (USD)	\$27,222.16
1		Training	\$6,000.00
1		Miscellaneous Total (USD)	\$738.79
		Total	\$141,713.21

By signing below, vendor certifies that all specifications will be followed, that vendor meets all criteria, and will adhere to the schedule (submitted with additional services provided by the vendor) if awarded the purchase order.

~~Richard~~ Richard Sylvester

 Print Name

[Signature] TSE

 Signature/ Title

Pomeroy

 Vendors Name



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
 ISCL0083

PAGE
 1

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

RFQ COPY
 TYPE NAME/ADDRESS HERE

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

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
05/26/2011				

BID OPENING DATE: 06/29/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		205-43		
<p>ENTRIPRISE STORAGE ARRAYS SOLUTIONS</p> <p>REQUEST FOR QUOTATION (RFQ)</p> <p>THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH A NEW ENTERPRISE STORAGE ARRAY TO BE LOCATED AT THE STATE OF WEST VIRGINIA DATA CENTER LOCATED IN SUTTON, WEST VIRGINIA PER THE ATTACHED SPECIFICATIONS. THIS SOLICITATION INCLUDES ALL HARDWARE, SOFTWARE, MAINTENANCE, INSTALLATION, AND TRAINING.</p> <p>A MANDATORY PRE-BID MEETING WILL BE HELD ON 06/09/2011 AT 10:00 AM IN BUILDING #5, 10TH FLOOR LOCATED ON THE WV STATE CAPITOL COMPLEX IN CHARLESTON, WV. ALL INTERESTED PARTIES ARE REQUIRED TO ATTEND THIS MEETING FAILURE TO ATTEND THE MANDATORY PRE-BID SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER.</p> <p>AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>K. A. [Signature]</i>	TELEPHONE 304-746-4484 x5708	DATE 6/28/2011
TITLE TSE	FEIN 61-1352150	ADDRESS CHANGES TO BE NOTED ABOVE

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

GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **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>.
15. **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, and the West Virginia Insurance Commission. 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.
16. **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 material, 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.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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
 ISCL0083

PAGE
 2

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

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

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

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
05/26/2011				

BID OPENING DATE: 06/29/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER.</p> <p>ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID, BUT DURING ANY SUBSEQUENT PART OF THE PRE-BID WILL NOT BE PERMITTED TO SIGN THE ATTENDANCE SHEET.</p> <p>TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV.</p> <p>DEADLINE FOR ALL TECHNICAL QUESTIONS IS 06/15/2011 AT THE CLOSE OF BUSINESS.</p> <p>ALL TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED AFTER THE DEADLINE HAS LAPSED.</p> <p>VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN ANY STATE PERSONNEL IS NOT BINDING, INCLUDING THAT MADE AT THE MANDATORY PRE-BID MEETING. ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY FORMAL ADDENDUM IS BINDING.</p> <p>NO CONTACT BETWEEN THE VENDOR AND THE AGENCY IS PERMITTED WITHOUT THE EXPRESS WRITTEN CONSENT OF THE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FBI#	ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia
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Request for Quotation

RFQ NUMBER
 ISCL0083

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 3

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DEPARTMENT OF ADMINISTRATION
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 25305-0135 304-558-5914

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/26/2011				

BID OPENING DATE: 06/29/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>STATE BUYER. VIOLATION MAY CAUSE THE REJECTION OF THE BID. THE STATE BUYER NAMED ABOVE IS THE SOLE CONTACT FOR ANY AND ALL INQUIRIES AFTER THIS RFQ HAS BEEN RELEASED.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.:</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1 . <i>RAS</i></p> <p>NO. 2</p> <p>NO. 3</p> <p>NO. 4</p> <p>NO. 5</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>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.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 304-796-4434 x5768 DATE: 6/28/2011
 TITLE: TSC FEIN: 61-1352158 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
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Request for Quotation

RFQ NUMBER
 ISCL0083

PAGE
 4

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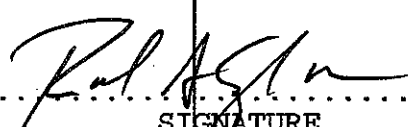
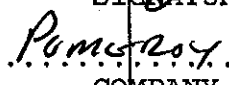
VENDOR

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DEPARTMENT OF ADMINISTRATION
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DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
05/26/2011				

BID OPENING DATE: 06/29/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
 SIGNATURE  COMPANY 6-28-2011 DATE						
NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID. REV. 09/21/2009 NOTICE TO PROCEED: DELIVERY AND INSTALLATION SHALL BE COMPLETED WITHIN 45 DAYS OF THE NOTICE TO PROCEED. UNLESS OTHERWISE SPECIFIED, THE FULLY EXECUTED PURCHASE ORDER WILL BE CONSIDERED NOTICE TO PROCEED. MAINTENANCE SHALL BE ADDED BY FORMAL CHANGE ORDER UPON SUCCESSFUL INSTALLATION AND ACCEPTANCE BY THE AGENCY. CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE MATERIALS OR WORKMANSHIP SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM WITH THE SPECIFICATIONS OF THE BID AND CONTRACT HERE IN. APPLICABLE LAW THE WEST VIRGINIA STATE CODE, PURCHASING DIVISION RULES AND REGULATIONS, AND THE INFORMATION PROVIDED IN THE "REQUEST FOR QUOTATION" ISSUED BY THE PURCHASING						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE 304-746-4434 X528	DATE 6/28/2011
TITLE TSC	FIRM 61-35258	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 Quotation

RFQ NUMBER
 ISCL0083

PAGE
 5

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

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DEPARTMENT OF ADMINISTRATION
 IS&C - DATA CENTER MANAGER
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 CHARLESTON, WV
 25305-0135 304-558-5914

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS		
05/26/2011						
BID OPENING DATE: 06/29/2011		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UQP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>DIVISION IS THE SOLE AUTHORITY GOVERNING THIS PROCUREMENT.</p> <p>ANY INFORMATION PROVIDED IN SPECIFICATION MANUALS, OR ANY OTHER SOURCE, VERBAL OR WRITTEN, WHICH CONTRADICTS OR ALTERS THE INFORMATION PROVIDED FROM THE SOURCES AS DESCRIBED IN THE ABOVE PARAGRAPH IS VOID AND OF NO EFFECT.</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>REV. 5/2009</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>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE			TELEPHONE		DATE	
TITLE		FEIN		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
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

BID NUMBER
 ISCL0083

PAGE
 6

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

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POSTAGE

SHIP TO

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

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
05/26/2011				

BID OPENING DATE: 06/29/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UCP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				CHARLESTON, WV 25305-0130		
<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: KRISTA FERRELL-FILE 21</p> <p>RFQ. NO.: ISCL0083</p> <p>BID OPENING DATE: 06/29/2011</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: ----- 1-800-650-1703 -----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): ----- RICHARD SYLVESTER -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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

West Virginia office of Technology (WVOT) Request for Quotation (RFQ) ISCL0083

OBJECTIVE

The WV State Purchasing Division for the agency WV Office of Technology (WVOT) is soliciting bids to acquire a new Enterprise Storage Array at the State of West Virginia Flatwoods Data Center located at 89 Richard D. Minnich Dr., Sutton, WV. This procurement is to include all hardware, software, maintenance, installation and training. The system **must** be manufactured by a company who is listed in the Gartner Leaders Quadrant for Midrange Disk Arrays.

PRE-BID CONFERENCE

A **mandatory** pre-bid conference will be held at the Capitol Complex, 1900 Kanawha Blvd E, Building 5, 10th Floor, Charleston, WV 25305 at 00:00 am/pm on 00/00/00.

The Enterprise Storage Array is needed to support Network Attached Storage (NAS) functionality, a VMware ESX Cluster and stand-alone servers' storage needs running on Microsoft Windows Server 2000-2008, VMware vSphere 4.1, Red Hat/SUSE Linux and HP-UX 11i. It **must** have initial useable capacity of 15 TB for File Protocols (CIFS, NFS) and 10 TB for Block Protocols (iSCSI, FC, FCoE).

The system **must** support NDMP via IP. The WVOT currently hosts a backup solution called Avamar in production which is manufactured by EMC. The bid must be compatible with the current system. Vendor's bidding "or equal" systems should include manufacturer's literature documenting compliance with the existing system. WVOT reserves the right to determine compatibility.

The system **must** support native, array-based replication to a mainframe-compatible, FICON-attached storage array within the product line. Array itself will not need FICON-based mainframe connectivity.

The system **must** support Windows, UNIX & Linux Operating Systems.

The system **must** be VAAI Compliant for ALL Block Protocols.

The system **must** support FC or SAS, SATA and SSD Drive types.

The system **must** have a minimum 200 Drive Capacity (across all drive types).

The system **must** have redundant Storage Processors and Filers.

The system **must** support the following Protocols

- iSCSI (10 Gbps) minimum 4 ports per Storage Processor
- CIFS(1 Gbps) minimum 4 connections per filer

The system **must** be capable of the following Protocols for future expansion

- FC (8Gbps) minimum 4 ports per Storage Processor

The system **must** be Unified or have Gateway for CIFS by the same manufacturer that supports filer-based replication.

The system **must** be capable of Virtual/Thin Provisioning.

The system **must** be capable of native IP-based replication of both Block and File Protocols.

The system **must** have Host Multipathing Support.

The system **must** have Dial Home / Remote Support.

The system **must** be installed by the hardware manufacturer.

BID RESPONSE REQUIREMENTS

All costs for the Enterprise Storage Array **must** be included on the attached itemized Cost sheet and include quantities, part numbers, product descriptions and cost information for all items necessary to install. **The intent and purpose of the cost sheet is for agency billing purposes only.**

The Cost sheet **must** include all common system components (redundant storage processors (Active/Active), redundant filers (Active/Passive minimum) and drive enclosures to support initial capacity, redundant power supplies, and array/cache battery backup components).

The Cost sheet **must** include the initial feature cost and any incremental costs (per TB, etc) for separately licensed features.

The Cost sheet **must** include Manufacturer Support/Maintenance costs, Dial Home/Remote Support for 60 months on all hardware and 60 months on all software (broken down by individually licensed features). The maintenance and support for each phase will be added via change order upon successful installation and acceptance of the system by WVOT.

The Cost sheet **must** include "rack and stack" installation by the manufacturer.

The Cost sheet **must** include factory training for 2 individuals.

The Cost sheet **must** include multipath licensing costs for UNIX, Microsoft Windows and Linux hosts (tiered costs if appropriate for hosts with 1-4 processors).

DELIVERY REQUIREMENTS AND INSTALLATION ADDRESSES

Delivery of the equipment **shall** be made during normal working hours. The normal working hours of the Office of Technology are 7:30 AM to 5:00 PM, Monday through Friday. However, designated State holidays, weekends, and after hours schedules will be accommodated if given advance notice and permission by the Office of Technology.

The equipment **must** be delivered and installed at the Flatwoods Data Center located at 89 Richard D. Minnich Drive, Sutton WV, 26601. All deliveries **MUST** include **INSIDE** delivery and will need to be made via a truck with a lift gate (NO LOADING DOCK). All deliveries **MUST** be scheduled **24 HOURS IN ADVANCE** of delivery. Delivery and installation must be completed within 45 days from issuance of purchase order.

EQUAL EMPLOYMENT OPPORTUNITY

The successful vendor **must** be an Equal Opportunity Employer, and **shall** take all employment actions without regard to an individual's race, color, national origin, ancestry, sex, religion, age, physical handicap, disability, or political affiliation.

CONDUCT AND MANAGEMENT

While employed on this contract, all personnel will remain employees of the vendor. The vendor **shall** make this condition clearly known to his or her employees and **shall** be responsible for their conduct and management. The State of West Virginia **shall** not be considered a re-employer. If a vendor employee displays improper work conduct, unsatisfactory performance, or is deemed to be unqualified to perform the assignment, the Office of Technology may request a replacement employee from the vendor. The Vendor **shall** be solely responsible for conformity with all applicable health, safety and sanitation standards, laws and regulations at the State's facilities.

SMOKE FREE / DRUG FREE / ALCOHOL FREE

In keeping with the policies of the State of West Virginia, the Vendor **must** maintain a drug free / alcohol free work environment.

IMMIGRATION REFORM AND CONTROL ACT OF 1986

By submitting this response, the vendor certifies that it does not and will not, during the performance of the contract, employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986.

SUPPORT

The Office of Technology will have an employee available during all installation. Additionally, the Office of Technology will provide a list of contact and support personnel that will be available to the successful vendor.

GLOSSARY

CIFS – Common Internet File System
FC – Fibre Channel
FCoE – Fibre Channel over Ethernet
IP – Internet Protocol
iSCSI – Internet Small Computer Systems Interface
NDMP – Network Data Management Protocol
NFS – Network File System
SAS – Serial Attached SCSI
SATA – Serial Advanced Technology Attachment
SSD – Solid State Drive
TB – Terabyte
VAAI – vStorage APIs for Array Integration

Itemized Cost Proposal

ISCL008, Storage Array (attach additional pages if necessary)
 (to be used by the agency for internal billing purposes only)

List items in the following order: hardware, software, delivery costs, installation, training and maintenance. Include cost totals for each category, each phase, each array, and a final total cost

Quantity	Part Number	Product Description	Cost
1		Hardware Total (USD)	\$67,857.08
1		Software Total (USD)	\$34,372.91
1		Services Total (USD)	\$5,522.27
1		Maintenance Total (USD)	\$27,222.16
1		Training	\$6,000.00
1		Miscellaneous Total (USD)	\$738.79
		Total	\$141,713.21

By signing below, vendor certifies that all specifications will be followed, that vendor meets all criteria, and will adhere to the schedule (submitted with additional services provided by the vendor) if awarded the purchase order.

~~Richard~~ *Richard Sylvester*

Print Name

[Signature] TSE

Signature/ Title

Pomeroy

Vendors Name

Bid Summary

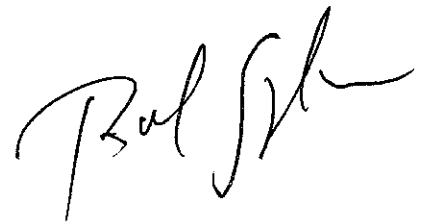
ISCL008

Qty	Part #	Description	Price	Ext. Price
Configuration Name IS&C VNX 5500 RFQ ISCL0083 6-9-11				
SYSTEM		PSI VNX 5500		
1	VNX5500DP15M	VNX5500 DPE; 15X3.5 DRIVE SLOTS-MINI RACK	\$7,688.93	\$7,688.93
22	VX-VS07-010	VNX 1TB NL SAS DRV-15X3.5IN DRV DPE/DAE	\$425.61	\$9,363.52
5	VNX6GSDAE15F	VNX 15X3.5 IN 6GB SAS EXP DAE-FIELD INSTALL	\$1,980.13	\$9,900.63
1	VNXCSM	VNX CONTROL STATION-MINI RACK	\$0.00	\$0.00
2	VDMM1GCUA	VNX 1GBASE-T DM MODULE 4 PORT	\$839.44	\$1,678.87
1	VNX5500DMEM	VNX5500 DME: 1 DATA MOVER+FC SLIC-MINI RACK	\$0.00	\$0.00
1	VNX5500DMM	VNX 5500 ADD ON DATA MOVER+FC SLIC-MINI RACK	\$2,700.56	\$2,700.56
51	VX-VS15-300	300GB 15K 520BPS 6GB SAS 3.5 CARRIER	\$474.93	\$24,221.42
1	V-VX-VS1530	3.5 IN 300GB 15K VAULT PACK FOR 6GSDAE-15/15 drive DPE	\$1,898.65	\$1,898.65
1	VNXDMCBLD2S2	VNX CABLE KIT FOR DPE + 2 DM; 1 CS; 2 SPS	\$0.00	\$0.00
7	C13-PWR-12	2 C13 PWRCORDS W/ NEMA 5-15 PLUGS 125V 10A	\$0.00	\$0.00
1	VNX55-KIT	DOCUMENTATION KIT FOR VNX5500	\$0.00	\$0.00
1	VNXFCSFP	ADDITIONAL 8 G SFP FOR VNX5500	\$335.56	\$335.56
2	VSPMXG12A	VNX 2 PT OP 10G ISCSI IO MOD PR-SFP	\$5,034.47	\$10,068.94
Hardware Sub Total				\$67,857.08
1	UNIU-V55	UNISPHERE FOR UNIFIED FOR A VNX-5500	\$14,415.14	\$14,415.14
1	BASEP-V55	BASE FILE LICENSE (CIFS AND FTP) FOR VNX5500	\$0.00	\$0.00
1	VNXOE-55	VNX OE LICENSE MODEL FOR VNX5500	\$0.00	\$0.00
22	VNXOECAPT	VNX OE PER TB HIGH CAPACITY FOR VNX5500;5700;7500	\$351.64	\$7,736.10
15	VNXOEPERFTB	VNX OE PER TB PERFORMANCE FOR VNX5500;5700;7500	\$814.78	\$12,221.67
Software Sub total				\$34,372.91
1	PS-PKG-MRUD	RACK; STACK AND IMPLEMENT FOR VNX	\$5,522.27	\$5,522.27
Services Sub total				\$5,522.27
1	M-PREHW-001	PREMIUM HARDWARE SUPPORT	\$13,866.24	\$13,866.24
1	M-PRESW-001	PREMIUM SOFTWARE SUPPORT	\$13,355.93	\$13,355.93
1	WU-PREHW-001	PREMIUM HARDWARE SUPPORT - WARR UPG	\$0.00	\$0.00
Maintenance Sub total				\$27,222.16
60	CE-DIRREG01	Training Direct Registration with EMC	\$100.00	\$6,000.00
Training Sub total				\$6,000.00
1	PP-WN-KIT	POWERPATH WINDOWS KIT	\$0.00	\$0.00
1	POWERPATH-LS	POWERPATH LICENSE SOLUTION	\$0.00	\$0.00
1	456-103-635	POWERPATH PP-WN-COUNTR	\$0.00	\$0.00
2	457-100-696	POWERPATH PP-X86-T1	\$369.40	\$738.79
Miscellaneous Sub Total				\$738.79
Total				\$141,713.21

FEIN # 61-1352158

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4013 Washington street, west
Charleston, WV 25313
304-746-4434



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.

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: Pomeroy

Signed: [Signature]

Date: 6-28-2011

Title: TSE

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

ISCL0083

RFQ No. _____

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: 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.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

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.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: Pomero y

Authorized Signature: [Signature] Date: 6/28/2011

State of West Virginia

County of Kenawha, to-wit:

Taken, subscribed, and sworn to before me this 28 day of June, 2011.

My Commission expires Aug 22, 2016.

AFFIX SEAL HERE

NOTARY PUBLIC Judith A. Snodgrass

