



**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.

verizonbusiness

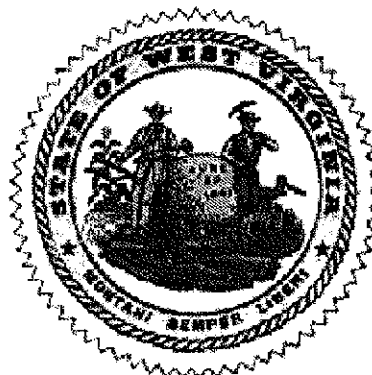
A PROPOSAL TO

STATE OF WEST VIRGINIA

For

LAN 10

November 18, 2010



RECEIVED

2010 NOV 18 AM 10:34

WV PURCHASING
DIVISION

PRESENTED BY:

Sandra K. Hawkins
Senior Client Account Manager
304-356-3395
304-356-3590
sandra.k.hawkins@verizonbusiness.com

November 18, 2010

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

Attn: Jo Ann Adkins

RE: Response to Statewide Contract for Local Area Network Software Hardware & Service
RFP # LAN10

Dear Ms. Adkins:

Verizon Business is pleased to submit its proposal to provide Local Area Network Hardware, Software and Service to the State of West Virginia and meets all mandatory requirements of this bid request for both Cisco and Enterasys. Verizon's financial stability and longevity provides the State of West Virginia a long-term partner for providing Local Area Network Hardware, Software and services. Verizon Business has developed a comprehensive LAN BID proposal for the State of West Virginia. Verizon Business will provide outstanding service quality, product flexibility, and a local dedicated Account Team.

Verizon is one of the world's leading providers of communications services. Verizon companies are the largest providers of wireline and wireless communications in the United States, with more than 100 million access lines and more than 25 million wireless customers. A Fortune 10 company with more than 195,000 employees and approximately \$60 billion in 1999 revenue, Verizon's global presence extends to 40 countries in the Americas, Europe, Asia and the Pacific.

Verizon Business will provide outstanding service quality, product flexibility, and a local dedicated Account Team. Both customers and industry analysts continue to recognize Verizon for its service performance and customer care. Verizon has received several notable industry –analyst marks of distinction, including:

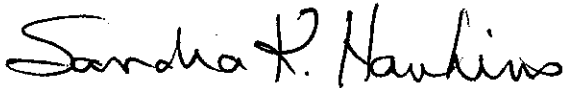
- Frost & Sullivan named Verizon Business a Top Provider of Global Managed Security Services in its 2010 "Global Managed Security Service Providers Rollup" report
- Nemertes Research named Verizon as the Top Provider among Market Leaders for multiprotocol label switching (MPLS) and Carrier Ethernet services, with two 2010 Nemertes PilotHouse Awards.
- Gartner Inc. placed Verizon Business in the Leaders quadrant in the "Magic Quadrant for Communications Outsourcing and Professional Services, North America.
- Verizon has earned certification as ISO/IEC 20000-1-compliant for its Government Enterprise Network Operations Center (GENOC), located in Cary, N.C. The GENOC,

launched in 1997, provides managed services for local, state, and federal government customers.

- J.D.Power and Associates has consistently ranked Verizon highest in Customer Satisfaction since 2004 in the Telecommunications Industry Segment.
- Verizon is the first communications provider to earn the Better Business Torch Award in the area of Marketplace Excellence. (2010)
- Verizon Business has been named Global Service Provider of the Year, North America, by Polycom. (2010)
- Verizon has been named to the Global 100 of Newsweek magazine's annual green rankings.
- Verizon has received awards from Cisco for Service Provider Partner of the Year, Managed Service Provider Partner of the Year, Data Center Partner of the Year, Unified Communications & Collaboration Partner of the Year, Managed Service Partner of the Year and Technology Excellence Partner of the Year (2009).

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

Sincerely,



Sandra K. Hawkins
Senior Corporate Account Manager
Authorized Contact
Verizon Business
304-356-3395
sandra.k.hawkins@verizonbusiness.com

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



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
 LAN10

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF
 JO ANN ADKINS
 304-558-8802

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR
 Verizon Business Network Services
 Inc. on behalf of Verizon Network
 Integration Corp.
 4700 MacCorkle Avenue, SE
 Charleston, WV 25304

SHIP TO
 ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
10/27/2010				

BID OPENING DATE: 11/18/2010 BID OPENING TIME 01-30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR QUOTATION						
<p>THE PURCHASING DIVISION IS SOLICITING PROPOSALS FOR STATEWIDE CONTRACT(S) FOR LOCAL AREA NETWORK SOFTWARE HARDWARE AND SERVICE.</p> <p>***** INQUIRIES</p> <p>WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON TUESDAY, NOVEMBER 9, 2010. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, EMAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:</p> <p>JO ANN ADKINS DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305 FAX: 304.558.4115 EMAIL: JO.A.ADKINS@WV.GOV</p>						
0001	1	EA		205-43		
LOCAL AREA NETWORK HARDWARE, SOFTWARE AND SERVICE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Marsha K. Harrell</i>	TELEPHONE 304-356-3395	DATE 11/5/10
PEIN 23-2743964	ADDRESS CHANGES TO BE NOTED ABOVE	

Marsha K Harrell
 Senior Consultant
 Pricing/Contract Management

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



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<p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR</p>						

IMMEDIATE DELIVERY SERVICE REQUIRED ITEMS ONLY TO USE FORESEEN

SIGNATURE Marsha K. Harrell	TELEPHONE 304-356-3395	DATE 11/5/10
FEN 23-2743964	ADDRESS CHANGES TO BE NOTED ABOVE	

Marsha K Harrell
 Senior Consultant
 Pricing/Contract Management

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State of West Virginia
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ADDRESS CORRESPONDENCE TO ATTENTION OF
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<p>CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Marsha K. Harrell* TELEPHONE 304-356-3395 DATE 11/5/10

Marsha K Harrell
 Senior Consultant
 Pricing/Contract Management

FEIN 23-2743964

ADDRESS CHANGES TO BE NOTED ABOVE

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



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VENDOR

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LINE	QUANTITY	UCP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION. BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: FILE 42</p> <p>RFQ. NO.: LAN10</p> <p>BID OPENING DATE: 11/18/2010</p> <p>BID OPENING TIME: 1:30 PM</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Marsha K. Harrell</i>	TELEPHONE 304-356-3395	DATE 11/5/10
FEIN 23-2743964	ADDRESS CHANGES TO BE NOTED ABOVE	

Marsha K Harrell
 Senior Consultant
 Pricing/Contract Management

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



State of West Virginia
 Department of Administration
 Purchasing Division
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 Charleston, WV 25305-0130

Request for Quotation

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LAN10

PAGE
5

ADDRESS CORRESPONDENCE TO ATTENTION OF
 JO ANN ADKINS
 804-558-8802

RFQ COPY
 TYPE NAME/ADDRESS HERE
 Verizon Business Network Services
 Inc. on behalf of Verizon Network
 Integration Corp.
 4700 MacCorkle Avenue, SE
 Charleston, WV 25304

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
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10/27/2010				

BID OPENING DATE: **11/18/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: 304-356-3590 ----- CONTACT PERSON (PLEASE PRINT CLEARLY): Sandra K. Hawkins ----- ***** THIS IS THE END OF RFQ LAN10 ***** TOTAL: <u>N/A</u>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Marsha K. Harrell</i>	TELEPHONE 304-356-3395	DATE 11/3/10
MARSHA K HARRELL Senior Consultant Pricing/Contract Management	FEIN 23-2743964	ADDRESS CHANGES TO BE NOTED ABOVE

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

**RFQ LAN10
FOR STATEWIDE CONTRACT FOR
LOCAL AREA NETWORK HARDWARE, SOFTWARE, AND SERVICES**

1. PURPOSE

The Acquisition and Contract Administration Section of the Purchasing Division, hereinafter referred to as "State", is soliciting proposals for the Office of Technology, hereinafter referred to as "WVOT", to establish a statewide contract for the procurement, installation, and support of local area network (LAN) equipment.

The State of West Virginia currently has an installed base of Cisco and Enterasys switches, gateways, concentrators, and routers for the agencies' LAN environments. In addition, the State of West Virginia has Cisco as its standard for wide area network (WAN) routers. The distinction between the LAN and WAN environments is the difference between edge devices and core networking equipment. Any device that connects an agency's network to the State's backbone or a WAN, using for example frame relay, ATM, fiber or leased lines, MUST be a Cisco product per the State's standard.

With this in mind, the statewide contract resulting from this request will address only the State's networking needs for the procurement of equipment related to local area networks (LAN) infrastructure. Several agencies have agency-specific standards by manufacturer, i.e. their LAN network is made up of either Cisco equipment or Enterasys equipment that have been approved by the WVOT. In these instances, those agencies may specify their agency standard. If an agency does not have an agency standard approved by WVOT, they will accept bids from either manufacturer.

This contract will not be used for the purchase of IP telephony equipment.

Verizon Business Response

Read, understands and complies.

2. GENERAL REQUIREMENTS

Throughout this section, **VENDOR** refers to the contracting company and **MANUFACTURER** is the company who actually manufactures the equipment. Due to the differences in the Manufacturers' service offerings, Vendors bidding Cisco equipment MUST respond to 2.1 while Vendors bidding Enterasys

equipment MUST respond to 2.2.

Verizon Business Response

Read, understands and complies.

2.1 Cisco Equipment

2.1.1 For a Vendor to be eligible to qualify for an award, the Vendor MUST meet all of the requirements listed below. Successful Vendors will be qualified to submit bids for specific procurements during the life of the contract.

Verizon Business Response

Read, understands and complies.

2.1.2 Any Vendor submitting bids SHALL be authorized to sell and service Cisco equipment covered under this contract. The Vendor MUST provide collaborating evidence that he is authorized by the manufacturer to sell and service his equipment.

Verizon Business Response

Read, understands and complies. Please see Authorization Letter included in General Requirements for Cisco vendors section of the bid response.

2.1.3 The Vendor is solely responsible for all work performed under the contract and SHALL assume prime contractor responsibility for all services offered and products to be delivered under the terms of this contract. The State SHALL consider the Vendor to be the sole point of contact with regard to all contractual matters. The Vendor may, with the prior written consent of the State, enter into written subcontracts for performance of work under this contract; however, the Vendor is totally responsible for the payment of all subcontractors.

Verizon Business Response

Read, understands and complies.

- 2.1.4 The Vendor MUST inform the Contract Administrator, on a timely basis of new or planned offerings, discontinuance of products, and any other information that will help the State make more informed decisions.

Verizon Business Response

Read, understands and complies. Upon award of the bid and identification of the Contract Administrator, the State of West Virginia and Verizon Business will determine the format, details and schedule for communicating this information.

- 2.1.5 The Vendor MUST accept the State of West Virginia Purchasing Card for payment by all authorized State agencies for purchases against this contract. Vendor MUST also have the ability to accept orders by e-mail, mail, telephone, facsimile, or in paper form.

Verizon Business Response

Read, understands and complies.

- 2.1.6 The Vendor MUST provide the Contract Administrator with usage reports including a summary of all equipment (regardless of dollar amount) sold under this contract including agency name, manufacturer, model/part number, WV-39 number, date received, install date, and total amount. These reports MUST be provided electronically.

Verizon Business Response

Read, understands and complies.

- 2.1.7 The Vendor MUST provide their escalation procedures for problem resolution including time frames, contact names and phone numbers. This should be included with the Vendor's bid response.

Verizon Business Response

Read, understands and complies. See information in General Requirements for Cisco Vendors section of this bid response.

- 2.1.8 The Vendor SHALL have on staff two (2) manufacturer certified technicians for the products they are authorized to sell under this contract, each with a minimum of one-year experience, for the term of this contract. These certifications MUST be kept current, based on industry standards. Vendor SHALL provide copies of certifications and verification of experience with their response to this RFQ, for

the staff who meet the requirements for the above services. If either of the two required technicians leaves the Vendor's employment, the Vendor SHALL be required to obtain a replacement within 30 days. The Vendor SHALL provide the replacement certifications to the Contract Administrator. Until a replacement is employed, the Vendor may not be permitted to bid on procurements under this contract.

Verizon Business Response

Read, understands and complies. Resumes and Certifications are included in General Requirements for Cisco Vendors section of the bid response.

2.2 ENTERASYS EQUIPMENT

2.2.1 For a Vendor to be eligible to qualify for an award, the Vendor MUST meet all of the requirements listed below. Successful Vendors will be qualified to submit bids for specific procurements during the life of the contract.

Verizon Business Response

Read, understands and complies.

2.2.2 Any Vendor submitting bids SHALL be authorized to sell Enterasys equipment covered under this contract. The Vendor MUST provide collaborating evidence that he is authorized by the manufacturer to sell his equipment.

Verizon Business Response

Read, understands and complies. Please see authorization letters from Enterasys included in General Requirements for Enterasys Vendors in the bid response.

2.2.3 Any Vendor submitting bids for Enterasys equipment MUST be authorized to sell maintenance for the Enterasys equipment. The Vendor MUST provide a letter from Enterasys confirming this authorization.

Verizon Business Response

Read, understands and complies. Please see authorization letters from Enterasys included in General Requirements for Enterasys Vendors in the bid response.

- 2.2.4 The Vendor is solely responsible for all work performed under the contract and SHALL assume prime contractor responsibility for all services offered and products to be delivered under the terms of this contract. The State SHALL consider the Vendor to be the sole point of contact with regard to all contractual matters. The Vendor may, with the prior written consent of the State, enter into written subcontracts for performance of work under this contract; however, the vendor is totally responsible for the payment of all subcontractors.

Verizon Business Response

Read, understands and complies.

- 2.2.5 The Vendor MUST inform the Contract Administrator, on a timely basis of new or planned offerings, discontinuance of products, and any other information that will help the State make more informed decisions.

Verizon Business Response

Read, understands and complies.

- 2.2.6 The Vendor MUST accept the State of West Virginia Purchasing Card for payment by all authorized State agencies for purchases against this contract. Vendor MUST also have the ability to accept orders by e-mail, mail, telephone, facsimile, or in paper form.

Verizon Business Response

Read, understands and complies.

- 2.2.7 The Vendor MUST provide the Contract Administrator with usage reports including a summary of all equipment (regardless of dollar amount) sold under this contract including agency name, manufacturer, model/part number, WV-39 number, date received, install date, and total amount. These reports MUST be provided electronically.

Verizon Business Response

Read, understands and complies.

- 2.2.8 The Vendor Must provide their escalation procedures for problem resolution including time frames, contact names and phone numbers. This should be included with the Vendor's bid response.

Verizon Business Response

Read, understands, and complies. Please see Escalation Procedures chart and escalation information included in the

This document contains Verizon material that shall not be disclosed, duplicated, or used for any purpose other than to evaluate this proposal.

Enterasys Networks document included in the General Requirements for Enterasys Vendors section of the bid response.

- 2.2.9 The Vendor SHALL provide a letter from Enterasys stating: 1) the manufacturer's requirements that their subcontractor MUST provide warranty support for all of their equipment sold under this contract; 2) who will be providing the manufacturer's warranty support for the State of West Virginia; 3) the standard warranty and response times for the manufacturer's equipment; and 4) a description of how warranty service will be provided within the response times mandated by the agencies.

Verizon Business Response

Read, understands and complies. See Enterasys Networks document in the General Requirements for Enterasys Vendor section of the response.

2.3 EXPERIENCE AND REFERENCE REQUIREMENTS

- 2.3.1 The Vendor's company SHALL have been in sales and service of the products types they are bidding for a minimum of five (5) years at the time of the bid opening. The Vendor SHALL submit documentation supporting how the company meets this requirement.

Verizon Business Response

Read, understands and complies. Verizon Business has provided this type of service to the State of West Virginia longer than 5 years. Please see the information on Verizon Network Integration Corp. included in the Experience and Reference Requirements section of the bid response. The following information includes past and current information regarding the required product types:

- **WAN04 – Statewide contract for Wide Area Network software, hardware and service. Open-ended contract Cisco Equipment – 11/1/04 – 3/31/08.**
- **WAN08 – Statewide contract for Wide Area Network software, hardware and service. Open-ended contract for Cisco equipment – 4/1/08 - 3/31/11.**
- **LAN04 – Statewide contract for Local Area Network Software, hardware and service – 12/15/04 – 12/14/07 (Cisco & Nortel).**

This document contains Verizon material that shall not be disclosed, duplicated, or used for any purpose other than to evaluate this proposal.

- LAN07 – Statewide contract for Local Area Network Software, hardware and service – 12/15/07 – 12/14/10 (Cisco & Enterasys)
- Enterasys Authorization letters

Copies of the WAN04, WAN08, LAN04 and LAN07 contracts are included in the Experience and Reference Section of the bid response. The Enterasys Authorization letters are included in the General Requirements for Enterasys Vendors section of the bid response.

- 2.3.2 All vendors SHALL also provide three client references who have procured this type of equipment from the vendor. The reference information required is name, title, company, mailing address, telephone number, and e-mail address. At least one reference should be from within West Virginia.

Verizon Business Response

Read, understands, and complies. Please see Experience and Reference Requirements section of the response.

2.4 SUPPORT REQUIREMENTS

- 2.4.1 The Vendor SHALL maintain a toll-free technical support telephone number, staffed for eight consecutive hours, between the hours of 8:00 a.m. and 5:00 p.m., EST, during business days for the State, and accessible to all agencies who have purchased items from the Vendor under this contract. Personnel staffing the Vendor's support line SHALL be able to give competent technical assistance to agencies for all items purchased from the Vendor.

Verizon Business Response

Read, understands and complies. The 800 number will vary based upon the maintenance service purchased.

2.5 WARRANTY REQUIREMENTS

- 2.5.1 Warranty work SHALL be performed by a technician authorized by the manufacturer to service the equipment. During the term of the contract, a copy of the technician's certifications SHALL be made available upon request of the State.

Verizon Business Response

Read, understands and complies. Any warranties expressed or implied will be those outlined in the Verizon System's Agreement included in the Appendix, Tab B of this response. The Appendix section, Tab A of this response contains information on manufacturer's warranties, entitlements and maintenance. Any requests outside of these guidelines will be provided at an additional cost. Please see the General Requirements for Cisco vendors section for certification detail.

- 2.5.2 If the agency specifies a particular warranty type and response time, if the Vendor responds, he is agreeing to meet the warranty provisions required in the agency's specifications.

Verizon Business Response

Read, understands and complies. Any warranties expressed or implied will be those outlined in the Verizon System's Agreement included in the Appendix, Tab B of this response. The Appendix section, Tab A of this response contains information on manufacturer's warranties, entitlements and maintenance. Any requests outside of these guidelines will be provided at an additional cost.

- 2.5.3 If the agency specifies a particular warranty type and response time, the warranty SHALL apply to all equipment on the agency's bid request unless otherwise noted.

Verizon Business Response

Read, understands and complies. Any warranties expressed or implied will be those outlined in the Verizon System's Agreement included in the Appendix, Tab B of this response. The Appendix section, Tab A of this response contains information on manufacturer's warranties, entitlements and maintenance. Any requests outside of these guidelines will be provided at an additional cost.

- 2.5.4 If the agency does not specifically address warranty coverage in its bid document, the Vendor SHALL, at a minimum, provide the manufacturer's mail-in warranty that includes parts and labor, at no cost to the State. Warranty SHALL cover all shipping costs to the manufacturer's designated repair depot, and for the equipment's return.

Verizon Business Response

Read, understands and complies. Any warranties expressed or implied will be those outlined in the Verizon System's Agreement included in the Appendix, Tab B of this response. The Appendix section, Tab A of this response contains information on manufacturer's warranties, entitlements and maintenance. Any requests outside of these guidelines will be provided at an additional cost.

- 2.5.5 The Vendor is responsible for registering the equipment with the manufacturer for standards warranty and extended warranty coverage if specified in the agency specifications.

Verizon Business Response

Read, understands and complies. Any warranties expressed or implied will be those outlined in the Verizon System's Agreement included in the Appendix, Tab B of this response. The Appendix section, Tab A of this response contains information on manufacturer's warranties, entitlements and maintenance. Any requests outside of these guidelines will be provided at an additional cost.

- 2.5.6 If the agency specifies on-site warranty, and the Vendor responds positively to the bid, the Vendor SHALL "fix" the equipment on-site. If the equipment is not repaired within eight (8) business hours, the Vendor SHALL supply a "loaner" of equal to or better than, speed and capacity, unless declined by the agency. Loaner equipment will be available to the agency to use until the original equipment is returned and working to the satisfaction of the agency. This loaner requirement applies to the switch, and any other major components. The Vendor will supply the switch, but the agency will be required to load any software over and beyond the software installed on the machine as originally purchased. The agency may request the Vendor to load additional software at their billable hourly rate.

Verizon Business Response

Read, understands and complies.

See Appendix, Tab A of this response for details of Verizon and manufacturer's maintenance plans for Cisco. Details of Enterasys' maintenance information may be found in the General Requirements for Enterasys vendors section of the response.

- 2.5.7 If the equipment is mission critical, this requirement will be noted in the agency's bid specifications. A loaner SHALL be provided within 4 business hours to the agency until the hardware is repaired and meets the agency's satisfaction. The Vendor will be required to assist the agency in removing the software and data from the mission critical machine and loading the software and data on the loaner so that the machine can be up and running within 4 business hours, at no cost to the agency.

Verizon Business Response

Read, understands and complies.

See Appendix, Tab A of this response for details of Verizon and manufacturer's maintenance plans for Cisco. Details of Enterasys' maintenance information may be found in the General Requirements for Enterasys

- 2.5.8 When a warranty call is made to the Vendor, the Vendor, after hearing the problem description by the agency, will try to work with the agency to resolve the problem over the phone. At their discretion, the agency can require the Vendor to come on-site to resolve the problem when the equipment has been purchased under an on-site warranty.

Verizon Business Response

Read, understands and complies with clarification. Verizon will provide this service at a billable cost.

- 2.5.9 When the Vendor is required to come on-site, if the problem is determined to be a problem not related to the hardware and software supplied by that Vendor, they may bill the agency at their billable hourly rate for the time spent driving one-way to the user site and the time spent on-site. In the instance, the agency SHALL be notified of the error and the Vendor's intent to bill for the call. If the agency disagrees with the cause, both the agency and the Vendor will document the situation and submit it to WVOT for review and resolution.

Verizon Business Response

Read, understands and complies with clarification. Verizon will provide this service at a billable cost

- 2.5.10 Upon completion of any warranty call, the Vendor SHALL provide the agency with a signed service report that includes, at a minimum, the date, a general statement of the problem, the serial number of the problem equipment, the action taken, any materials or parts replaced, the name of the technician who performed the repair, and the number of hours required to complete the repairs. There should also be a place for the agency to sign confirming that the warranty work was performed.

Verizon Business Response

Read, understands and complies with clarification. Verizon will provide this service at a billable cost

2.6 PURCHASING PROCEDURES

The State uses a Bulletin Board that is accessible only to those Vendors who qualify to sell under this contract.

Verizon Business Response

Read, understands, and complies.

2.6.1 The agency identifies a need and provides specifications to the LAN10 Contract Administrator.

Verizon Business Response

Read, understands, and complies.

2.6.2 The LAN10 Contract Administrator reviews the specifications and if acceptable, puts the specifications out on the Bulletin Board.

Verizon Business Response

Read, understands, and complies.

2.6.3 Any questions regarding the specifications **MUST** be submitted to the LAN10 Contract Administrator at least one working day prior to bid opening. The inquiry will be investigated and a determination will be made if clarifications or changes are required to the specifications and an addendum to the bid document is required.

Verizon Business Response

Read, understands, and complies.

2.6.4 The Vendor **MUST** respond by the response date and time specified on the bid. Any bids received after the stated response time will be disqualified.

Verizon Business Response

Read, understands, and complies.

2.6.5 The Vendor **MUST** meet all the agency's requirements in order to be considered for award. By responding to the bid, the Vendor is guaranteeing that they meet or exceed the requirements of the bid.

Verizon Business Response

Read, understands, and complies.

This document contains Verizon material that shall not be disclosed, duplicated, or used for any purpose other than to evaluate this proposal.

- 2.6.6 The Vendor MUST itemize each bid showing a) the manufacturer and manufacturer's model/part number; b) the unit cost; and c) the extended cost.

Verizon Business Response

Read, understands, and complies.

- 2.6.7 The Vendor MUST total his bid. In the instance where an error is made in the Vendor's math, the unit price SHALL prevail.

Verizon Business Response

Read, understands, and complies.

- 2.6.8 All Vendor quotes MUST be F.O.B. Destination with inside delivery.

Verizon Business Response

Read, understands, and complies with clarification. Inside delivery may incur additional charges.

- 2.6.9 All Vendor bids MUST be valid for a minimum of ninety (90) calendar days

Verizon Business Response

Read, understands and complies with clarification. Verizon will honor the 90-day commitment. Manufacturer price lists are updated every 45 days, therefore, unexpected price changes may occur which are out of Verizon's control.

- 2.6.10 The costs quoted MUST match the invoice to insure timely payment.

Verizon Business Response

Read, understands, and complies.

- 2.6.11 The State reserves the right to utilize inter-state agreements, such as the Western States Contracting Alliance (WSCA), to purchase equipment, outside of the terms and conditions of any contract resulting from an award of this RFQ, pursuant to West Virginia State Code, Section §5A-3-19.

Verizon Business Response

Read, understands, and complies.

2.7 BID FORMAT

All vendors who meet all of the mandatory requirements of this RFQ will qualify to participate in this statewide LAN10 contract. The bid format should be as follows:

Verizon Business Response

Read, understands, and complies.

- 2.7.1 Title Page -This page should be a letter from the vendor stating the RFQ subject and number, the name of the vendor, the vendor's business address, telephone number, name of authorized contact person to speak on behalf of the vendor, and e-mail address of that contract person, and confirming that the vendor meets all mandatory requirements of the bid.

Verizon Business Response

Read, understands, and complies.

- 2.7.2 General Requirements for Cisco vendors - Cisco vendors must provide a) a letter from Cisco collaborating that the vendor is authorized to sell and service the equipment (2.1.2), escalation procedures for problem resolution (2.1.7); and c) evidence that the two technicians are certified to service the equipment and that they have one year of experience in the field.

Verizon Business Response

Read, understands, and complies.

This document contains Verizon material that shall not be disclosed, duplicated, or used for any purpose other than to evaluate this proposal.

- 2.7.3 General Requirements for Enterasys vendors - Enterasys vendors must provide a) a letter from Enterasys collaborating that the vendor is authorized to sell the equipment and the support (2.2.2 and 2.2.3), b) escalation procedures for problem resolution (2.2.8); and c) a letter from Enterasys explaining the warranty service to be provided (2.2.9).

Verizon Business Response

Read, understands, and complies.

- 2.7.4 Experience and References Requirements - The vendor should provide a) documentation supporting how long the company has been in business and how long they have been selling this type of equipment, and b) the required contact information for their three references.

Verizon Business Response

Read, understands, and complies.



November 4, 2010

To Whom It May Concern-

Upon request from Verizon USA , I am sending this letter to attest to the fact that Verizon is a Cisco Gold Certified Partner and has been since October, 2006. Verizon has gained the technical expertise and product knowledge necessary to provide its customers with leading-edge sales and support of Cisco products and solutions.

Cisco Gold Certified Partners have received extensive training in the sales, design, and support of Cisco networking solutions. Gold Partners can serve their customers effectively at every stage of your network's development—from network design through installation and configuration. Gold Partners provide a consistent level of product knowledge and technical expertise, along with Cisco's industry-leading network solutions.

Cisco Systems Inc. is a California corporation having its principal place of business at 170 West Tasman Drive, San Jose, Ca 95134. Cisco Systems Inc. develops, manufactures, and provides services for networking equipment.

If you need any additional information, please do not hesitate to contact me, Monica Cojocneanu at 408-527-3548 or email at mcojocne@cisco.com .

Sincerely,

Dr. Monica Cojocneanu
Sr. Manager, WW Channel Programs
Cisco Systems, Inc.

ESCALATION PROCEDURES

ESCALATION PROCEDURE					
Sales			Operations		
Bill McClung Business Sales Support	304-356-3397	After 2 hours	Michael Belcher Consultant- Sys Anly & Prog	304-746-1008	After 2 hours
Connie Smith Business Sales Support	304-356-3400	After 2 hours	Cesar Salas Local Manager- Business Operations	410-694-3915	After 2 hours
Sandra Hawkins Sr. Corporate Account Manager	304-356-3395	After 2 hours	Joseph Koval Group Manager Operations	732-885-4461	After 8 hours
Jerri Nibert Regional Sales Manager	304-356-3355	After 8 hours	Betsy Gibson Director- Operations	908-559-2150	After 8 hours
Christopher Blankenship- Sales Engineering Manager	304-356-3169	After 8 hours			
Gene Scott Vice President	804-772-1459	After 8 hours			

This document contains Verizon material that shall not be disclosed, duplicated, or used for any purpose other than to evaluate this proposal.

The following Resumes and Certifications contains Verizon material that shall not be disclosed, duplicated, or used for any purpose other than to evaluate this proposal.

BILLY J BLAKE, JR.

2096 GORDON STREET CULLODEN, WV 25510
PH. 304-541-1022
BILLY.BLAKE@SUDDENLINK.NET

SUMMARY

- Responsibility for and Implementation of all Projects regarding Customer Premise Equipment for Voice, Data, and Video Networks.
- Responsibility for Project Management, Job Costing, Implementation Scheduling and planning for CPE projects.
- Customer Interface and Technical lead, requiring professional oral and written communication skills and knowledge.

PROFESSIONAL EXPERIENCE

2009-Present Verizon Business - Contact Center Services South Charleston, WV

Professional Services Consultant

- Pre-Sales support for Cisco Unified Communications Implementations and Design
- Cisco Unified Communications Implementation Support
- Cisco Unified Applications Implementation Support
- Cisco Telepresence Pre-Sales and Implementation Support
- Cisco MeetingPlace Enterprise Pre-Sales and Implementation Support

1994-2009 Verizon Network Integration South Charleston, WV

Specialist – Systems Analyst and Programming 1998 - Present

- Extensive Project Management, Implementation, and Support for major network installations throughout Verizon.
- Design and Installation of Cisco CCME and CUE Voice Solutions.
- Design and Implementation of CUE Auto Attendant Scripts utilizing CUE Script Editor
- Configuration of IOS-based ACD as part of a CallManager Express implementation for Call Center requirements.
- Design and Implementation of Cisco Unified Communications Manager (previously known as Cisco CallManager) cluster solutions.
- Design and Implementation of Cisco Unity Connection Voice Mail solutions.
- Design and Implementation of Cisco Aironet Wireless Solutions including both Lightweight Access Points and Controllers and Autonomous Access Point configurations.
- Installation of complex videoconferencing solutions including custom integrations from Polycom, Tandberg and VTel.
- Experience in managing customer and project deadlines as well as

Project Statement of Work requirements and responsibilities.

- Implementation of Cisco MeetingPlace Enterprise Conferencing solution, including Web Conferencing, IP Gateway, MeetingPlace for Outlook, Directory Services integration, and Video Conferencing.
- Implementation of Cisco Rightfax Business Edition fax over IP solution for the West Virginia Legislature and the State of West Virginia Office of Technology.
- Part of a Telepresence Implementation Group for the Verizon Service Organization for Telepresence Planning and Execution

Field Technician II and III 1996 - 1998

- Implementation and distribution of network hardware in large, multisite customer networks
- Implementation and distribution of FVC.com video products across the statewide ATM backbone for WV Supreme Court and the WV Regional Jail Authority
- Implementation and distribution of Vtel video conferencing systems throughout the statewide ATM backbone.
- Implementation and distribution of Internet service to WV parochial schools through and extension of the Bell Atlantic World School Project.
- Project Management responsibility on all assigned projects

Field Technician I 1994 - 1996

- Implementation and distribution of network hardware and software as required or needed.
- Management of World School Cisco router network for Internet access and WVEIS AS/400 system connection.
- Billing of Project Revenue on a monthly basis.
- Installation of Kentrox and INC CSU/DSU's as well as Adtran ISDN modems, 3Com switches, 3Com Netbuilder and Linkbuilder series routers, hubs and network cards from various vendors supporting single and multiple protocols.
- Complete IP network management.

EDUCATION

- | | | |
|-------------|--|----------------|
| 2001 - 2006 | University of Phoenix | Online |
| ■ | Associates in General Studies – Emphasis on Information Technology | |
| 1992 - 1994 | Marshall University | Huntington, WV |
| ■ | Continued pursuit of Bachelors in Engineering | |
| 1991 - 1992 | Virginia Polytechnic Institute | Blackburg, VA |
| ■ | Pursuit of Engineering degree | |

CERTIFICATIONS

Cisco Systems

- Cisco Certified Network Professional
- Cisco Certified Voice Professional
- Cisco CCNA Certification
- Cisco Aironet Wireless Certified Field Engineer
- Cisco IP Communications Support Specialist

Microsoft

- Microsoft Certified Professional
- Microsoft Certified Systems Administrator - Windows Server 2003
- Microsoft Certified Systems Engineer – Windows Server 2003
- Microsoft Certified Systems Administrator: Security
- Microsoft Certified Systems Engineer: Security
- Microsoft Certified Systems Administrator: Messaging
- Microsoft Certified Systems Engineer: Messaging
- Microsoft Certified Data Base Administrator

Nortel Networks

- Nortel Networks Certified Support Specialist – VOIP BCM 3.0
- Nortel Networks Certified Design Specialist – VOIP BCM 3.0
- Nortel Certified Technology Specialist – Converged IP Telephony Solutions
- Nortel Networks Certified Support Specialist – Routers and Switches

Polycom

- Polycom Viewstation Certified Technician
- Polycom Certified Conferencing Specialist
- Polycom VTX-1000 Certified Technician
- Polycom MGC Certified Technican

Other Certifications

- Vtel Systems Engineer
- CompTIA Security + Certified Professional
- Tandberg Certified Technical Associate

Non - Certifications

- Cisco Unity Administration and Engineering

- CiscoWorks 2000 – Network Management Solution
 - Cisco Unified MeetingPlace Enterprise
 - Cisco Telepresence
-



Cisco Career Certifications

Bill J. Blake

HAS SUCCESSFULLY COMPLETED THE CISCO CAREER CERTIFICATION REQUIREMENTS AND IS RECOGNIZED AS A

Cisco Certified Voice Professional



VALID THROUGH June 25, 2013
CISCO ID No. CSC010017769

John J. Chambers

John Chambers
Chairman and CEO
Cisco Systems, Inc.

Validate this certificate's authenticity at
www.cisco.com/go/verifycertificate
Certificate Verification No. 404853914091ENCH

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500037809
1108

Adam W. Moore

CCIE Voice #18462

500 Technology Drive
South Charleston, WV 25309
304-963-2040 (C)
adam.w.moore@verizonbusiness.com

Work

Experience

Senior UC/Contact Center Engineer **2008 - Present**
Verizon Business South Charleston, WV

Cisco CCIE Voice Engineer responsible for Cisco Unified Communications (UC) and Cisco Contact Center Express (UCCX) design and implementation to a global market. Deployments have been performed in a wide range of environments such as healthcare and banking industries with systems on all continents. Experience in excess of 1000 SIP trunking implementations using Cisco's CUBE product for a variety of service providers. Highly skilled in UC features such as Presence, Mobility, Single Number Reach, Quality of Service, etc., as well as the newer versions of the UC Suite of applications. Currently serving as the lead design and implementation Engineer for an Early Field Trial (EFT) program within Verizon to test Cisco's newer UC products in a virtualized environment. The goal of the EFT is to validate the new products and prove them ready for production so Verizon can offer cloud based Cisco VoIP services.

Senior Network Engineer **1997- 2008**
VERIZON NETWORK INTEGRATION SOUTH CHARLESTON, WV

CCIE Voice Project Engineer responsible for the design and implementation of unified communication systems for Commercial and State accounts. Cisco CallManager, Unity, Emergency Responder and IPCC Express deployments have included projects with sites in practically every state and some remote international locations. Voice installations have included emerging technologies such as SIP and Presence. Lead Engineer responsible for Quality of Service for Cisco and Nortel VOIP implementations using a Cisco infrastructure.

Information Systems Specialist III **1990-1997**
WV DEPARTMENT OF HEALTH AND HUMAN RESOURCES, MIS CHARLESTON, WV

Lead engineer responsible for providing end user services to all Divisions and Offices (approximately 5000 employees) within the Department of Health and Human Resources related to client server and office automation. Led a team of 12 technician as head of the networking team that provided day to day support for the Cisco wide ar networks and the Cisco/Enterasys switched local area networks that spanned 55 counties. Also provided direct client support for the IBM Mainframe and AS/400 midrange systems, OS/2 LAN Server, Novell NetWare, Microsoft NT Server, firewall services and personal computers.

Military Instructor **1988-1989**
UNITED STATES ARMY MILITARY INTELLIGENCE SCHOOL FORT DEVENS, MA

Sergeant in the United States Army holding a Top Secret security clearance. Military instructor responsible for training International Morse Code and computer operations to approximately 760 students per year. Performed day to day operations on a Digital PDP 11/23 Plus midrange computer system and various

Adam W. Moore

CCIE Voice #18462

461 Forest Circle
South Charleston, WV 25303
304-744-5261 (H) 304-545-5261 (C)
adam.moore12@verizon.net

other leading edge automated platforms. Developed new and modified existing system programs. Supervised two military instructors.

Military Project Manager 1979-1988

UNITED STATES ARMY FIELD STATION

AUGSBURG, GERMANY

Sergeant in the United States Army holding a Top Secret security clearance. Project Manager responsible for coordinating the installation and initial operation of emitter location and identification computer systems and special projects. Planned and coordinated the installation and integration of an Enterprise-wide Novell thick Ethernet network with connection to a 370-series IBM Mainframe and various other secure computer systems. Designed software on an IBM 4341 Mainframe in various languages. Supervised up to six lead operators of signal analysis equipment.

**Professional
Certifications**

CCIE Voice #18462

CCVP CCNP CCDA CCNA

CQS: IPCC Express

MCSE/MCSA 2000

MCSE/MCSA 2003



Credential Verification Report

Adam Moore - CSC010037344

This Publish Credential Verification Report for connie.s.smith@one.verizon.com, prepared on 11/08/2010, is available for viewing until 11/22/2010.

Candidate Information

Name **Adam Moore**
 Mailing Address **461 Forest Cir**
 City **South Charleston**
 State/Province **West Virginia**
 Postal Code **25303**
 Country **UNITED STATES**
 Primary Email Address **adam.w.moore@verizonbusiness.com**
 Alternative Email Address **adam.w.moore@gmail.com**

Personal Note From Candidate

Connie,
 Per your request.

Credentials	Status	Certified	Expires
-------------	--------	-----------	---------

General Certifications

Credentials	Status	Certified	Expires
Associate			
<ul style="list-style-type: none"> ■ CCDA <ul style="list-style-type: none"> Certified Recertified Recertified Recertified Recertified ■ CCNA <ul style="list-style-type: none"> Certified Recertified Recertified Recertified Recertified 	Certified	11/17/00	6/9/12
Professional			
<ul style="list-style-type: none"> ■ CCNP <ul style="list-style-type: none"> Certified Recertified Recertified Recertified Recertified Recertified ■ CCNP Voice <ul style="list-style-type: none"> Certified Recertified ■ CCVP <ul style="list-style-type: none"> Certified Recertified 	Certified	11/3/00	6/9/12
Expert			
<ul style="list-style-type: none"> ■ CCIE Certification - Voice <ul style="list-style-type: none"> Certified Recertified 	Certified	7/16/07	7/16/11

Specializations

Credentials	Status	Certified	Expires
Unified Communications Certifications			
<ul style="list-style-type: none"> ■ Cisco IP Contact Center Express Specialist <ul style="list-style-type: none"> Certified Recertified Recertified Recertified 	Certified	2/11/05	7/16/11


Retired Certifications

Retired Certifications

■ Cisco IP Telephony	Certified	11/3/03
■ Cisco Voice Over Frame Relay	Certified	2/23/01
■ Unity Engineer Specialization v1.1	Certified	4/10/02

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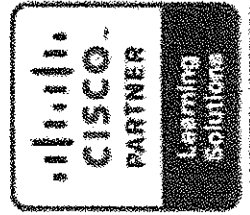
CISCO SYSTEMS®
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO

Adam Moore

FOR COMPLETION OF THE

IPCCCE v1.0



2008-07-31

DATE

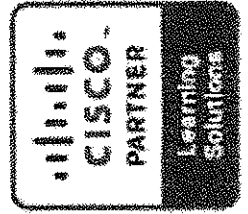
Adam Moore

INSTRUCTOR

CISCO SYSTEMS®
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO
Adam Moore

FOR COMPLETION OF THE
Intelligent Contact Manager Boot Camp



07/25/2008

DATE

Adam Moore

INSTRUCTOR

CISCO SYSTEMS®

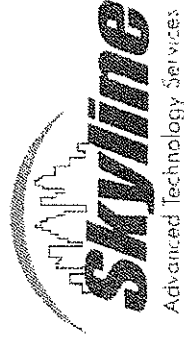
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO

Adam Moore

FOR COMPLETION OF THE

Implementing Cisco Gateways and Gatekeepers



11/10/2006 00:00:00

DATE

Adam Moore

Cisco Systems ©



INSTRUCTOR

CISCO SYSTEMS
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO

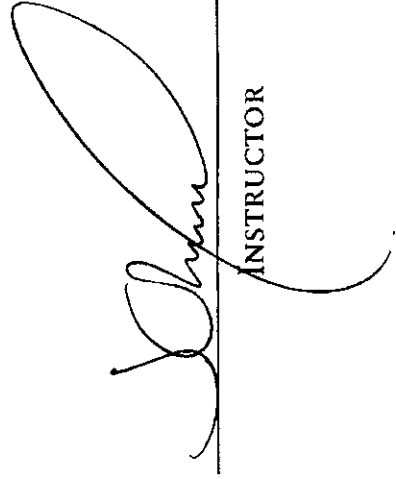
Adam W. Moore

FOR COMPLETION OF THE

CCIE-Voice-LPW v1.0

August 12, 2005

DATE



INSTRUCTOR



CISCO SYSTEMS
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO

Adam W. Moore

FOR COMPLETION OF THE

IPTX v1.1

March 25, 2005

DATE



INSTRUCTOR

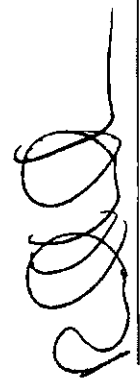


CISCO SYSTEMS
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO
Adam Moore
FOR COMPLETION OF THE
CRSD v3.5

January 14, 2005

DATE



INSTRUCTOR



CERTIFICATE OF ACHIEVEMENT

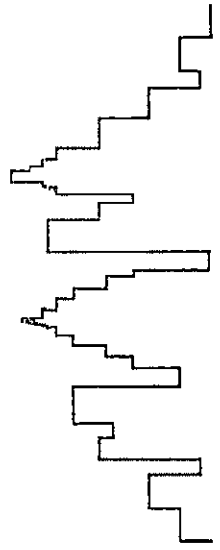
AWARDED TO

Adam Moore

FOR THE COMPLETION OF

Cisco Secure Intrusion Detection System 3.0

PRESENTED BY



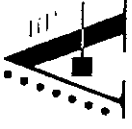
Skyline Computer Corporation

10 January 2003

CISCO SYSTEMS
LEARNING
SOLUTIONS
PARTNER

A handwritten signature in black ink, appearing to read "Bill D." with a stylized flourish at the end.

Instructor



ASCOLTA TRAINING
C O M P A N Y

CISCO SYSTEMS
CERTIFICATE OF COMPLETION

HAS BEEN PRESENTED TO

Adam Moore

FOR COMPLETION OF THE

IP Telephony Troubleshooting

May 17, 2002

DATE


INSTRUCTOR



MICHAEL R. BELCHER

26 Lake Chadesa Dr. Apt#4 • Hurricane, West Virginia 25526 • (304) 550-4693
mrbelcher@suddenlink.net

Professional network engineer with 19+ years of experience in IT LAN & WAN network design, analysis, development and implementation
• Server Implementation • Superior customer service skills • Creative problem solver • Excellent organizational and prioritizing capabilities

SKILLS

Extensive experience in the implementation and support of major network systems. Experience is ranging from Public Sector to throughout West Virginia State Government. Highly effective at managing customers and customer projects. Capable at overseeing multiple projects while balancing the needs of the customer and the organization. Technically skilled at installing and troubleshooting routers, firewalls, switches, VPN concentrators, wireless access points, and related equipment. Advanced knowledge of ATM, Frame Relay, SMDS, ISDN, Sonet, IP, SNA, and Video over IP technologies. Technically skilled at diagnosing and resolving PC hardware and software related issues. Advanced knowledge of Linux, and Windows NT 3.5, 4.0, 2000, and 2003 Server platforms. Familiar with Novell 4.11 & 5.0 platforms. Experienced with COBOL, VB, Fortran and Visual C programming languages. Skilled at the development, design and implementation of technical documentation.

EXPERIENCE

2008 - Present

VERIZON, Network Integration, South Charleston, WV

Field Engineer, 2008 - Present

Verizon Network Integration (VNI)

- Provide advanced professional and technical consulting in designing, selecting, implementing, and maintaining various network hardware, software and communications equipment for customers
- Install, configure, and maintain Cisco equipment for customers, which includes various routers, Catalyst switches, PIX firewalls and ASA's, VPN Concentrators, remote access and Radius Servers and Wireless devices. Cisco Call Manager 4.x, 6.x & 7.x platforms, Unity & Unity Connection implementations.
- Provide video / video conferencing support for Polycom and Tandberg equipment.
- Perform advanced technical tasks including optimization of communications equipment, identification and resolutions of networking abnormalities, initiation of security audits, preventive measures and traffic management
- Serve in a technical role on projects involving interconnectivity between Federal, State, local and other systems
- Maintain network documentation, including network diagrams, addressing schemes, and server, router, switch, firewall, and security configurations
- Project Management for customer "Turn-key" solutions, upgrades, implementations
- Implement new and emerging technologies that best fit the needs of the customer
- Address connectivity issues between multi-platform and protocol environments
- Provide timely and effective support to customers in accordance with established Service Level Agreements
- Installation and configuration of Video Conferencing equipment.

1999 - Present

WEST VIRGINIA DEPARTMENT OF ADMINISTRATION, WV Office of Technology, Charleston, WV

Information Systems Specialist IV, Network Unit Supervisor, 2007 - 2008

Information Services & Communications Division (WVOT)

- Serving as the Network Unit Supervisor and support engineer for the WV Office of Technology, Infrastructure and Telecommunications Sections
- Provides primary support of the West Virginia State Infrastructure, including the Unified State Network, 10-Gig Backbone and Gig-E Backbones
- Provides support for the Centralized Cisco IPT Infrastructure and Rollout
- Provide advanced professional and technical consulting in designing, selecting, implementing, and maintaining various network hardware, software and communications equipment for customers
- Install, configure, and maintain Cisco equipment for customers, which includes various routers, Catalyst switches, PIX firewalls and ASA's, VPN Concentrators, remote access and Radius Servers and Wireless devices
- Perform advanced technical tasks including optimization of communications equipment, identification and resolutions of networking abnormalities, initiation of security audits, preventive measures and traffic management

MICHAEL R. BELCHER

Page 2

- Serve in a technical role on projects involving interconnectivity between Federal, State, local and other systems
- Maintain network documentation, including network diagrams, addressing schemes, and server, router, switch, firewall, and security configurations
- Design, specify and procure network equipment following State purchasing guidelines
- Provide hardware/software technical support for servers and workstations to end users when required
- Project Management for customer "Turn-key" solutions, upgrades, implementations
- Implement new and emerging technologies that best fit the needs of the customer as well as the needs of the State of WV
- Provide the primary support of the State of West Virginia's DNS Infrastructure.
- Maintain and provide administrative support for the Iml POP3 mail server.
- Address connectivity issues between multi-platform and protocol environments
- Provide timely and effective support to customers in accordance with established Service Level Agreements

Information Systems Specialist III, Network Unit Supervisor, 2003-2007

Information Services & Communications Division

- Provides primary support of the West Virginia State Infrastructure, including the Unified State Network, 10-Gig Backbone and Gig-E Backbones
- Provides support for the Centralized Cisco IPT Infrastructure and Rollout
- Performs advanced professional and technical consulting tasks in designing, selecting, implementing, and maintaining various network hardware, software and communications equipment for all customers
- Install, configure, and maintain Cisco equipment for customers, which includes various routers, Catalyst switches, PIX firewalls, VPN Concentrators, remote access and Radius Servers and Wireless devices
- Performs ongoing advanced technical tasks, optimization of communications equipment, identification and resolutions of networking abnormalities, initiation of security audits, preventive measures and traffic management
- Maintains network documentation, including network diagrams, addressing schemes, and server, router, switch, firewall, and security configurations
- Design, specify and procure network equipment following State purchasing guidelines
- Primary Server support
- Active Directory Design, Implementation (WV2000)
- Provide hardware/software technical support for Servers and workstations to end users when required
- Project Management for customers ("Turn-key" solutions, upgrades, implementations)
- Implement new and emerging technologies that best fit customer requests as well as the State of WV
- Provide server support and installation solutions customers.
- Initial point of contact between technical staff and end-user; performed first level problem determination.
- Set-up workstations and installed operating system and appropriate software.
- Primary Support of State DNS Infrastructure. POP3 Mail system support.
- Troubleshoot automation problems in computer systems.
- Address connectivity issues between multi-platform and protocol environments.

Information Systems Specialist II, 2000-2003

Information Services & Communications Division

- State of WV (WV2000) Active Directory Rollout, Support and Implementation
- Provides primary support of the West Virginia State Infrastructure, and Gig-E Backbone
- Provide server support and installation solutions for State Agencies as well as IS&C.
- Provided primary support and installation of all Server systems
- Installed, configured and managed the TSM Tivoli Backup Storage Solution, IBM Mainframe
- LAN Design and Installation services
- Turn-Key solutions to customers
- Initial point of contact between technical staff and end-user; performed first level problem determination.
- Set-up workstations and installed operating system and appropriate software.
- Secondary Support of State DNS Infrastructure. POP3 Mail system support.

MICHAEL R. BELCHER

Page 3

Information Systems Specialist I, 1999 – 2000

Information Services & Communications Division

- State of WV (WV2000) Active Directory Rollout, Support and Implementation
- Provides primary support of the West Virginia State Infrastructure, and Gig-E Backbone Provide server support and installation solutions for customers.
- Provided primary support and installation of all Server systems, NT4.0, Windows 2000
- Installed, configured and managed the TSM Tivoli Backup Storage Solution, IBM Mainframe
- LAN Design and Installation services
- Turn-Key solutions to customers
- Initial point of contact between technical staff and end-user; performed first level problem determination.
- Set-up workstations and installed operating system and appropriate software.

1990-1999

BERWIND LAND COMPANY, Natural Resources Division, Charleston, WV

IT Support Specialist, CAD Operator,

- Served as the IT support specialist for Charleston and Pikeville, KY office locations
- Support and implementation of the GIS system and database to coordinate and file Unmined Minerals Taxes
- Provide advanced professional and technical consulting in designing, selecting, implementing, and maintaining various network hardware, software and communications equipment
- Install, configure, and maintain all Server and network equipment
- Serve in a technical role on projects involving interconnectivity between Federal, State, local and other systems
- Maintain network documentation, including network diagrams, addressing schemes, and server, router, switch, firewall, and security configurations
- Provide hardware/software technical support for servers and workstations to end users when required
- Address connectivity issues between multi-platform and protocol environments
- Provide GIS database support and design work
- Provide support for AutoCad, AutoCad Map and SurvCadd systems
- Provide support and calculations for Reserve trending and cost models

CERTIFICATIONS

2007: Microsoft Certified Systems Engineer (MCSE - Windows 2003)
2002: Net+
2002: Server +
1992: A+

TECHNICAL TRAINING

Microsoft Access, Dbase III • Windows 95/98, NT4.0, Windows 2000, Windows 2003, XP & Linux • Cisco Callmanager 6.1 • Management Training • Microsoft Training (Windows 2000 & 2003)

EDUCATION

West Virginia State College, Institute, WV
Associate Applied Science, 1990

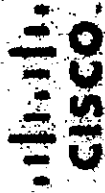
West Virginia State College, Institute, WV
Completed 50 additional Credit Hours, (Computer Science) 1996 – 1998

MICHAEL R. BELCHER

Page 4

PROFESSIONAL REFERENCES

Can be provided upon request.



Cisco Career Certifications

Michael R. Belcher

HAS SUCCESSFULLY COMPLETED THE CISCO CAREER CERTIFICATION REQUIREMENTS AND IS RECOGNIZED AS A

Cisco Certified Network Associate



VALID THROUGH: December 14, 2012
CISCO ID No: CSC01E947241

Validate this certificate's authenticity at
www.cisco.com/go/verify/certificate
Certificate Verification No: 40162415045631DN

John J. Chenethera

John Chenethera
Chairman and CEO
Crigo Systems, Inc.

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Eric Burgy
805 Wray Circle
South Charleston, WV 25309
304-744-7679 home / 304-590-3048 cell

Objective: Utilize my skills and experience in the field of telecommunications to further my career. I have held various position of increasing responsibility within Verizon (formerly Bell Atlantic) over the past 12 years and have a broad scope of knowledge on which to build.

Work Experience
2004 to present

Verizon Business
Title: Sales Engineer III

- Hold technical relationships with key customer contacts for the design and sale of Cisco premise equipment resulting in significant results for Verizon including; WV Division of Homeland Security for IPICS and video conferencing (\$1M), Roanoke County Public Schools IPT upgrade (\$1.5M), and deployment of IPT in the State of West Virginia Capitol Complex (\$5M).
- Provide services for the design, installation, and maintenance of customer networks involving Cisco equipment and various transports including frame relay, ATM, DSL, and MPLS.
- Serve as the face to the customer for Verizon Business.
- Proficient in all aspects of network infrastructure with specializations in routers, switches, LAN and WAN connectivity, Cisco CallManager IP Telephony, Cisco Unity Voice Mail, and IPICS.
- Developed a working knowledge of radio communications on the WV Division of Homeland Security project.
- Comfortable working in a fast pace, challenging field.
- Developing relationships with customer and excelling at customer relationship management.
- Technical resource for Ethernet, Token Ring, Wireless, HDLC, ISDN, Frame Relay, ATM, SONET, Ethernet over SONET, VPN, IP Video and IP Telephony networks.
- Work extensively with various Verizon network centers relating to provisioning, turnup, testing, and troubleshooting of transport layer services.
- Experienced with the design and implementation of most Cisco networking including IPT, IPICS, security, routing, switching, MPLS connectivity, wireless, and Telepresence.
- On-going established relationships with State Government from a technical and sales perspective.
- Attend Verizon, Cisco and other educational seminars on product updates and new products.
- Selected as the branch Subject Matter Expert for Verizon Business managed network services. Responsible for identifying and developing MNS opportunities for the Virginia/West Virginia branch.

1998 to 2004

Verizon Communications
Title: Network Engineer III

- Responsible for the implementation and on-going maintenance of customers Cisco equipment. Held accountability for the performance and functionality of equipment purchased by the customer.
- Network skills include data and voice infrastructure, Windows operating systems, security, Cisco IOS, MPLS, security, IP addressing, connectivity, and troubleshooting
- Worked with customer to provide knowledge transfer.
- Developed lab scenarios for customer testing and proof of concept.
- Five years experience with Cisco CM, Unity, H323, MGCP, SCCP, SIP, deployment of phones, integration of voice mail systems, IP to analog conversion, upgrades, maintenance, and new installations.
- Responsible for all aspects of the job, including pre-sales, project management and problem resolution.
- Advised customer in the network lifecycle of PDIOO.
- Diverse knowledge and skills to support a large customer base consisting of different network configurations.
- Serve as a project manager between operations and sales for customer projects.
- Task with having a working knowledge of various customer networks for the purpose of interconnectivity various State agencies.
- Worked with commercial customers for the installation and maintenance of network infrastructure and IPT deployments.

1995 to 1998

**West Virginia Department of Health & Human Resources
Title: Information System Specialist II**

- Served as administrator for LANs and WANs, including Novell Netware, Windows NT 4.0, IMB Warp Server Advanced servers and AS/400s using token ring and Ethernet connectivity,
- Provided technical hardware and software support for a 4000 person user base utilizing OS/2 Warp, DOS/Windows, Windows 95, and NT Workstation 4.0,
- Provided support for 10 IBM AS/400s, an IBM mainframe, 400 Cisco routers, and 150 LANs,
- Performed all facets of inter/intra networking including installation of hubs, bridges, routers, workstations, servers, application software, and printers,
- Developed internal web sites for the housing of IT data for change management.
- Performed PC hardware and software installation, diagnoses, and repair,
- Routinely used configuring and troubleshooting techniques for communications between gateways and IBM mainframe for terminals and printers,
- Maintained and configured WANs for three agencies with Cisco routers.
- Provided protocol support for TCP/IP, IPX/SPX, and DLSW. Monitored and reacted to conditions generated by network management platforms,

- Configured and maintained firewalls, DNS, and Cisco Works servers including adds, moves, and changes.

Education **Bachelor of Science Degree, Applied Mathematics– West Virginia State College**
Associate of Science Degree, Computer Science – West Virginia State College

Certifications **IBM Certified OS/2 Engineer**
MicroSoft Certified Professional (MCP)
MicroSoft Certified Systems Engineer 4.0 (MCSE 4.0)
MicroSoft Certified Systems Engineer 2000 (MCSE 2K)
MicroSoft Certified Systems Administrator (MCSA)
Cisco Certified Network Associate (CCNA)
Cisco Certified Network Associate Voice (CCNA – Voice)
Cisco Certified Design Associate (CCDA)
Cisco Certified Voice Professional (CCVP)
Cisco Certified Network Professional (CCNP)
Cisco Certified Network Professional- Voice Access Specialist (VAS)
Cisco Unity Systems Administrator (CUSA)
Cisco IP Telephony Support Specialist (CCIPTSS)
Cisco IP Telephony Operations Specialist (CCIPTOS)



Credential Verification Report

Eric Burgy - CSC010037345

This Publish Credential Verification Report for connie.s.smith@one.verizon.com, prepared on 11/09/2010, is available for viewing until 11/23/2010.

Candidate Information

Name **Eric Burgy**
 Mailing Address **805 Wray Circle**
 City **South Charleston**
 State/Province **West Virginia**
 Postal Code **25309**
 Country **UNITED STATES**
 Primary Email Address **eric.c.burgy@verizonbusiness.com**

Personal Note From Candidate

See if this is something you can use.

Credentials

General Certifications

Associate

■ CCDA



Certified
Recertified
Recertified
Recertified
Recertified

Certified 10/11/06 10/26/12

■ CCNA



Certified
Recertified
Recertified
Recertified
Recertified

Certified 9/15/99 10/26/12

■ CCNA Voice

Certified 10/26/09 10/26/12

Professional

■ CCNP



Certified
Recertified
Recertified
Recertified
Recertified

Certified 1/9/01 10/26/12

■ CCNP Voice



Certified
Recertified

Certified 10/26/06 10/26/12

■ CCVP



Certified
Recertified

Certified 10/26/06 10/26/12

Retired Certifications

Retired Certifications

■ Cisco Voice Over Frame Relay

Certified 3/2/01

■ Unity

Certified 3/4/03

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Tom Mays

5415 Airport Road; Roanoke, VA 24012
james.t.mays.jr@verizonbusiness.com • (540) 561-6518

EMPLOYMENT HISTORY

Solutions Engineer

Verizon (1999 - present)

Assigned as the Technical Lead to multiple Sales Teams in the Mid-Atlantic Region. Responsibilities include:

- Meeting with customers (CEO, CFO, Directors, Managers, etc) to understand their business challenges
- Develop, price, and present solutions relevant to their needs
- Manage the contract process and handoff sold solutions to Operations

Product specialties are Data Networking and Security Solutions. Specific products include Optical, TDM, Ethernet, Internet, LAN, Wireless, Security, and VOIP solutions. Security products include Infrastructure security, McAfee products, and Cybertrust professional services. Primary account base is the Government/Education market with past experience in Commercial, Healthcare, and Middle Markets.

Project Lead / IT Systems Manager

Medeco Security Locks (1995 - 1999)

Initially responsible for implementing a new Management Information System designed to order, ship, and invoice products on demand. This involved Application Trials, Database Administration, Server Hardware, and Data Communications.

Upon completion, I was promoted to IT Systems Manger with responsibility for all systems, 24 hour operations, and communications. IT became a catalyst for change in the business as technology enabled faster manufacturing, improved quality control, and overall cost savings.

Network Engineer

Network Integrators Inc. (1994 - 1995)

Designed, sold, and installed solutions for customers according to their business needs. Solutions included copper/fiber cable, LAN Equipment, PCs, Servers (UNIX, Novell, MS), and Applications.

Intern (Systems Administration)

Kollmorgen Corp. (1992 - 1994)

Structured internship to install and manage PCs, servers, and data equipment for a medium size corporation.

EDUCATION AND TRAINING

BS Computer Science Radford University 1994

Current Certifications Adtran Network Engineer, Juniper Foundations, Cisco Sales Expert,
ITIL Service Management; NetApp Accredited Storage Architect Professional

Past Certifications Hewlett Packard UNIX Technical Consultant, Progress Database Administration
Cisco CCNA



History Detail

James Mays - CSC010196120

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[Candidate Agreement](#)

Certifications

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[Certification Fulfillment](#)

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Exam Detail for James Mays - CSC010196120

Posted Date/Time: **May 11, 2009 10:52:44 PM**

Description: **Result for exam (646-204) Cisco Sales Expert V4.**

Exam Result Details:

Testing Center Id: **44001**

Exam Series #: **646-204**

Exam Name: **(646-204) Cisco Sales Expert V4**

Exam Date: **5/11/09**

Grade: **Passed**

Exam History Events

Change Type	User	Event Date/Time
Created	genericImportUser	May 11, 2009 10:52:44 PM

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D. Greg Gilman
12111 Howards Mill Road
Glen Allen, Virginia 23059

Home: (804) 749-4636
Mobile: (804) 955-8618
dgg2008@gmail.com

SUMMARY:

- ◆ Comprehensive knowledge and application of LAN, Quality of Service, MAN/Optical and WAN technologies (i.e. IEEE 802.3, 802.11, Intelligent Queuing, Fibre Channel over DWDM, MPLS, Overlay Transport Virtualization etc.).
- ◆ Strong knowledge of the Cisco Systems Data Center 3.0 architecture (B series and C series servers, Nexus 1000V, 5000, 7000 series, MDS 9500/9200 series, Catalyst 6500 VSS 1440, Cisco 3000 and 7000 series Switches and Cisco's Unified Computing System).
- ◆ Excellent unified communications and collaboration technologies knowledge, as well as strong traditional telephony background.
- ◆ Extensive knowledge of security technologies including Unified Threat Management, Network Access Control and Intrusion Detection and Prevention (previous certifications: CISSP, Check Point Security Engineer).
- ◆ Intrinsic ability to directly map strategic technology solutions to tangible business process optimization (BPO) metrics.
- ◆ Superior written and oral interpersonal communications skills. Regularly delivering detailed technical presentation material that correlates directly to business objectives, challenges and solutions. Demonstrated ability to communicate effectively to a wide range of audiences including Engineers, Managers and Senior Executives.
- ◆ Strong business strategy acumen with a Master of Business Administration degree coupled with several technical certifications (Cisco Certified Data Center Network Infrastructure Design Specialist, ITIL Foundation v2, CCNA, CCDA, Cisco Certified Voice Professional etc.).

EXPERIENCE:

Verizon Business, Glen Allen, Virginia

Senior Sales Engineer, Government and Education Solutions, (May 2004 to Present)

- ◆ Currently functioning as a super region (VA, WV, MD & DC) Cisco Systems Network Infrastructure Subject Matter Expert supporting data center and unified communications solution designs and related applications. Assisting Verizon Complex Solutions and Verizon Technology Organization with Hosted IP Communications deployments for the Commonwealth of Virginia. Also, focused on the Commonwealth of Virginia account general sales engineering support. Providing technical consultation and network design assistance to the Virginia Information Technology Agency. Additional responsibilities have included supporting network services and network infrastructure solutions for Virginia Commonwealth University, Virginia Community College System, Virginia Employment Commission, City of Richmond, Virginia and County of Henrico, Virginia accounts.

Qwest Communications, Richmond, Virginia

Complex Solutions Manager, National Technical Services, (August 2002 to May 2004)

- ◆ Assisted Product Management department with functional and technical requirements definition for multiple IP communications related services. Acted as a liaison between field sales organizations and Product Management, focused on opportunity qualification to ensure optimal IP communications product positioning. Functioned as subject matter expert and team leader for a staff of sales engineers providing Cisco Systems and Nortel Networks IP telephony system designs and tier 2 design validation. Performed sales engineering training on the technical requirements for converged infrastructure solutions.

Sales Engineering Manager, Global Accounts, (September 2001 to August 2002)

- ◆ Responsible for managing pre-sales engineering initiatives and staff including recruiting, managing and coaching a team of pre-sales engineers. Managed a distributed group of 14 pre-sales engineers supporting Global 1000 accounts in Virginia, Washington DC, Maryland, Pennsylvania, Delaware, New Jersey and Ohio.

Sales Engineer, Global Accounts, (February 1999 to September 2001)

- ◆ Responsible for solution development and documentation (Presentations, Scope of Work, Solution Description/Executive Summary). Researched prospective customers business environment (operational processes, products, industry, competitors, major IT and Operations projects etc.). Based upon business research, designed solutions with Qwest products and services that offered business process enhancements.
- ◆ Created opportunity supporting technical documentation for proposed solutions (Visio diagrams, technical solution descriptions/scope of work documents).

Mitel Corporation, Herndon, Virginia

Applications Engineer (June 1998 to February 1999)

- ◆ Provided pre-sales technical support for integrated telephony and data solutions focusing on contact center and remote agent applications utilizing PBX signaling extension and proprietary data compression technologies over ISDN circuits. Also, responsible for technical presentations, proposals, demonstrations, and implementation planning for new and existing networks.
- ◆ Goals were to maintain customer satisfaction while assisting sales team in achieving/exceeding sales quota.

Capitol Cable & Technology, Inc., Richmond, Virginia

Systems Engineer (June 1997 to June 1998)

- ◆ Responsible for pre-sales technical support. Designed switched fast ethernet/ethernet networks. Developed ISDN based voice and data integration remote office solutions (Nortel Meridian PBX extension). Researched customer data/voice applications and specified technical requirements of network hardware.

SyCom Technologies, LLC, Richmond, Virginia

Account Manager (February 1997 to June 1997)

- ◆ Managed medium to large corporate accounts in the metropolitan Richmond area and surrounding markets.
- ◆ Responsible for business development associated with network integration services, resident consulting and network hardware and systems software vendor management.

Capitol Cable & Technology, Inc., Richmond, Virginia

Field Sales Engineer (May 1996 to February 1997)

- ◆ Responsible for managing medium to large corporate accounts and generating new accounts. Developed data communications equipment specifications and quotations for customer network communications projects.

CERTIFICATIONS, COMPLETED TECHNICAL EXAMS & TRAINING:

- ◆ Juniper Networks Certified Internet Associate – JUNOS Operating System
- ◆ Cisco Certified Data Center Network Infrastructure Design Specialist
- ◆ Cisco Certified Data Center Storage Network Design Specialist
- ◆ Cisco Certified Voice Professional (CCVP)
- ◆ Cisco Qualified IP Telephony Design Specialist
- ◆ Cisco Certified Design Expert (CCDE) ADVDESIGN written exam 352-001
- ◆ Optimizing Converged Cisco Networks - ONT Exam 642-845
- ◆ Information Technology Infrastructure Library (ITIL) Version 2 Foundation Certification

EDUCATION:

James Madison University, Harrisonburg, Virginia
MBA, Masters of Business Administration, May 1994

Radford University, Radford, Virginia
Bachelor of Business Administration, Marketing, May 1992



Credential Verification Report

Daniel Gilman - CSC010049358

This Publish Credential Verification Report for connie.s.smith@one.verizon.com, prepared on 11/11/2010, is available for viewing until 11/25/2010.

Candidate Information

Name **Daniel Gilman**
 Mailing Address **12111 Howards Mill Road**
 City **Glen Allen**
 State/Province **Virginia**
 Postal Code **23059**
 Country **UNITED STATES**
 Alternative Email Address **dgg2008@gmail.com**
 Primary Email Address **greg.d.gilman@verizonbusiness.com**

Personal Note From Candidate

Connie,
 Here go my current Cisco Systems certification credentials.
 Let me know if you need anything else.
 Regards,
 Greg Gilman

Credentials

General Certifications

Associate

■ CCDA

Certified
Recertified
Recertified
Recertified
Recertified
Recertified
Recertified
Recertified
Recertified

Certified 1/22/01 5/10/13

■ CCNA

Certified
Recertified
Recertified
Recertified
Recertified
Recertified
Recertified
Recertified
Recertified

Certified 11/19/99 5/10/13

Professional

■ CCNP Voice

Certified 8/5/05 4/27/12

■ CCVP

Certified
Recertified
Recertified
Recertified

Certified 8/5/05 4/27/12

Specializations

Data Center Certifications

■ Cisco Data Center Networking Infrastructure Design Specialist

Certified 3/22/10 3/22/12

■ Cisco Data Center Storage Networking Design Specialist

Certified 5/10/10 5/10/12


Retired Certifications

Retired Certifications

■ Cisco IP Telephony	Certified	1/31/03
■ Cisco Voice Over Frame Relay	Certified	11/27/02

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November 13th 2010

Verizon Business

1410 MacCorkle Av.

Charleston, WV 25314

To Whom It May Concern;

Verizon Business is an authorized to sell Enterasys Networks maintenance, services and professional services portfolio to any State and Local agency within the State of West Virginia.

Enterasys Networks, Inc. is the Network Infrastructure and Security Division of Siemens Enterprise Communications GmbH & Co KG.

Please accept this as a fully executed Letter of Authorization for your purposes.

Regards,

A handwritten signature in black ink, appearing to read 'Richard Barlow', written in a cursive style.

Richard Barlow

Channel Operations Manager

Enterasys Networks

Contact Us

For more information, call Enterasys Networks toll free at 1-877-801-7082, or +1-978-684-1000 and visit us on the Web at enterasys.com



November 13th 2010

Verizon Business

1410 MacCorkle Av.

Charleston, WV 25314

To Whom It May Concern;

Verizon Business is an authorized to sell Enterasys Networks hardware and software portfolio to any State and Local agency within the State of West Virginia.

Enterasys Networks, Inc. is the Network Infrastructure and Security Division of Siemens Enterprise Communications GmbH & Co KG.

Please accept this as a fully executed Letter of Authorization for your purposes.

Regards,

A handwritten signature in black ink, appearing to read 'Barlow', written in a cursive style.

Richard Barlow

Channel Operations Manager

Enterasys Networks

Contact Us

For more information, call Enterasys Networks toll free at 1-877-801-7082, or +1-978-684-1000 and visit us on the Web at enterasys.com

ESCALATION PROCEDURES

ESCALATION PROCEDURE					
Sales			Operations		
Bill McClung Business Sales Support	304-356-3397	After 2 hours	Michael Belcher Consultant- Sys Anly & Prog	304-746-1008	After 2 hours
Connie Smith Business Sales Support	304-356-3400	After 2 hours	Cesar Salas Local Manager- Business Operations	410-694-3915	After 2 hours
Sandra Hawkins Sr. Corporate Account Manager	304-356-3395	After 2 hours	Joseph Koval Group Manager Operations	732-885-4461	After 8 hours
Jerri Nibert Regional Sales Manager	304-356-3355	After 8 hours	Betsy Gibson Director- Operations	908-559-2150	After 8 hours
Christopher Blankenship- Sales Engineering Manager	304-356-3169	After 8 hours			
Gene Scott Vice President	804-772-1459	After 8 hours			

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Enterasys Networks

You've made the technology investment. Now how are you going to protect it?

With a selection of maintenance programs designed to meet your unique business needs, Enterasys is here to help. The right level of support means a more efficient network which means enhanced business performance through improved network reliability, increased productivity, and the fast deployment of new technologies. Our telephone, web-based, and on-site services deliver timely responses your business demands – helping you to reduce costs and improve uptime.

Staffed by skilled agents with an average of 10+ years of experience providing unmatched support, our Global Technical Assistance Center (GTAC) has got you covered. You will benefit from the knowledge and skills of our talented technical staff without having to invest in new personnel. More than 1,000 field support agents are available for on-site service and we have more than 70 part-stocking locations around the globe to ensure we are there with the right parts for your network as quickly as possible.

With Enterasys Maintenance Services, you're covered with:

- **24 x 7 telephone support:** Access our support call center at any hour, in any time zone via our toll-free technical support hotline
- **Firmware updates and upgrades:** Receive priority access to valuable firmware updates that can be downloaded from our website
- **Web support:** Take advantage of 24 x 7 web support for answers to common questions and technical documentation through our searchable online knowledgebase
- **Replacement parts:** Receive replacement products according to your selected response time – next business day, two- and four-hour response options
- **On-site response:** An Enterasys-certified on-site expert will help you diagnose network faults, manage on-site logistics, and serve as a liaison with product engineers for problem escalation when necessary – available in next business day, two- and four-hour response options

Product Family	Total Hardware Warranty Duration
A, B, C, D, G-Series	Lifetime ¹
IPS/SIEM, NAC, and NMS (NetSight) Appliances	One (1) Year
Enterasys Wireless Controllers, Accessories, Standalone and Outdoor Access Points - AP2630, AP2640, AP3630, AP3640 – Standalone APs - AP2650, AP2660 – Outdoor APs. All outdoor NEMA-based solutions, including associated indoor AP, enclosure, connectors, cables, mounting brackets and power supplies.	One (1) Year
Enterasys Wireless Indoor Access Point Models (fit mode) AP2605, AP2610, AP2620, AP3605, AP3610, AP3620	Sold before 6/1/2009: 1 Year Sold after 6/1/2009: Lifetime ¹
I-Series	Five (5) Years
N, S, X-Series, Common Uplinks	One (1) Year
RoamAbout (R2 Only)	Three (3) Years
RoamAbout (Other than R2)	One (1) Year
Vertical Horizon (V2 Series)	Sold before 1/1/2005: 1 Year Sold after 1/1/2005: 3 Years
Notes:	
¹ Lifetime is defined as End of Sale plus 5 years.	

Service and response description:

- SupportNet—The cornerstone offering of the portfolio features the core technical services required to support all your hardware products effectively. Services include telephone and web support, firmware upgrades, and next-business-day parts delivery.
- SupportNet Premium—Building on the comprehensive support offered with SupportNet, SupportNet Premium provides faster response options for replacement parts: 2-hour or 4-hour around-the-clock delivery.
- SupportNet Onsite—If you don't have the in-house resources to match your maintenance requirements, SupportNet Onsite brings Enterasys-certified engineers to your site, in addition to providing the other services included in SupportNet.
- SupportNet Onsite Premium—Delivering the same comprehensive level of engineering expertise to your premises as SupportNet Onsite, SupportNet Onsite Premium offers faster response options: 2-hour or 4-hour around-the-clock delivery.
- SupportNet Software Application Service—Maintain the best performance from your Enterasys software, such as NetSight® management, Dragon® intrusion and network defense, and Enterasys NACTM proactive protection solution. Includes all maintenance releases plus minor and major product upgrades, 24x7 technical phone support, and web access to the latest technical information.

- **SupportNet Technical Access**—Recommended for customers who already have ample on-site technical resources, including staff and replacement inventory, this level of service provides telephone and web support, return-to-factory repair service, and firmware upgrades.

Below is our escalation procedure that details how warranty service will be provided and how we meet our response Service level commitments:

GTAC Priority and Escalation Management

Enterasys offers priority setting of problems and escalation management to customers with current service contracts. This ensures that the appropriate resources within Enterasys Networks are utilized to resolve outstanding technical problems as efficiently as possible. Outlined below are case severity definitions and escalation guidelines. These are to be used as guidelines only and are subject to change.

Priority Management

When you contact Enterasys Global Technical Assistance Center (GTAC), a technical support engineer will work with you to assign a mutually agreeable priority level to your problem that will be reflected in the support case opened on your behalf. Timelines listed below are measured in business days.

The support case priority levels and definitions are as follows:

Case Priority 1 (P1)

Customer's network segment or management application is down or experiencing a consistent, measurable performance impact with no immediate resolution available.

- Phone Support Technician notifies Technical Support Engineer immediately
- Technical Support Engineer engaged on call after 2 hours
- Development Engineering engaged after 4 hours until resolutions or workaround provided.
- Generally Available firmware provided within 90 calendar days.

P2

Customer's network is experiencing intermittent failure or degradation of network or management application.

- Phone Support Technician notifies Technical Support Engineer after 1 day
- Technical Support Engineer engaged after 5 days
- Development Engineering engaged after 8 days.
- Workaround or internal code provided within 15 days.
- Generally Available firmware provided within 90 calendar days.

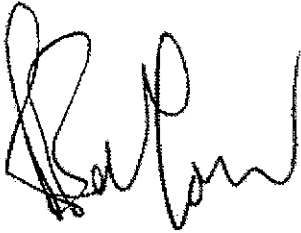
P3

Customer has issues that do not affect normal network or management application operation and/or questions concerning product function or use.

- Phone Support Technician notifies Technical Support Engineer after 3 days
- Technical Support Engineer engaged after 10 days
- Development Engineering engaged after 15 days.
- Workaround or internal code provided within 30 days.
- Generally Available firmware provided within 90 calendar days.

Escalation Management Response Times

Our systematic escalation process is intended to notify and brief various levels of management throughout the life cycle of the case. Escalation timeframe's are measured on a 24x7x365 basis.

A handwritten signature in black ink, appearing to read 'Richard Barlow', with a stylized, cursive script.

Richard Barlow

Channel Operations Manager

Enterasys Networks

VERIZON NETWORK INTEGRATION CORP.

Organization Type: Corporation

Incorporation: Delaware, 11/17/1993

Federal Tax ID: 23-2743964

Primary Address: 1050 Virginia Drive
Fort Washington, PA 19034

Statutory Address: 1209 Orange Street
Wilmington, DE 19801

Purpose: To provide network integration
products & services.

As a result of the merger of Bell Atlantic and GTE to create Verizon Communications, the name "Verizon Network Integration Corp." was adopted on August 1, 2000. Verizon Network Integration is a full-service voice, data, and video network integrator dedicated to providing customers with a single-point-of-contact for all communication network needs. Verizon Network Integration services cover the full "Network Lifecycle" from planning and implementation to management of enterprise-wide networks.

Verizon Network Integration Corp's technicians are located in Charleston, West Virginia at 500 Technology Drive and 4700 MacCorkle Avenue.

EXPERIENCE AND REFERENCE REQUIREMENTS SUPPORTING CONTRACT INFORMATION AND DOCUMENTS

- **WAN04 – Statewide contract for Wide Area Network software, hardware and service. Open-ended contract Cisco Equipment – 11/1/04 – 3/31/08.**
- **WAN08 – Statewide contract for Wide Area Network software, hardware and service. Open-ended contract for Cisco equipment – 4/1/08 - 3/31/11.**
- **LAN04 – Statewide contract for Local Area Network Software, hardware and service – 12/15/04 – 12/14/07 (Cisco & Nortel).**
- **LAN07 – Statewide contract for Local Area Network Software, hardware and service – 12/15/07 – 12/14/10 (Cisco & Enterasys)**
- **Enterasys Authorization letters (see General Requirements for Enterasys Vendors section of the bid response)**



State of West Virginia
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PURCHASE ORDER NO.

WAN04

PAGE

1

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SEE REVERSE SIDE FOR TERMS AND CONDITIONS

NON-COMMERCIAL

ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS VARIOUS LOCALES AS INDICATED BY ORDER

VENDOR

*502095242 304-746-1012
 VERIZON NETWORK INTEGRATION CO
 500 TECHNOLOGY DRIVE
 SOUTH CHARLESTON WV
 25309-9608

SHIP TO

VENDOR COPY

ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS VARIOUS LOCALES AS INDICATED BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN	FUND
11/01/2004		NET 30		232743964	
SHIP VIA		F.O.B.		FREIGHT TERMS	
BEST WAY		DESTINATION		PREPAID	
				MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT. NO.	ITEM NUMBER		
7001	09/01/2004	EA	205-43	.00000	
LOCAL AREA NETWORK HARDWARE, SOFTWARE AND SERVICE					
OPEN END CONTRACT					
STATEWIDE CONTRACT FOR WIDE AREA NETWORK SOFTWARE, HARDWARE, AND SERVICE. THIS CONTRACT IS TO BE IN ACCORDANCE WITH THE PURCHASE ORDER, THE ORIGINAL REQUEST FOR QUOTATION, AND THE RESPONSE AS PREPARED BY VERIZON NETWORK INTEGRATION CORPORATION.					
ORDERING PROCEDURE: IF THE TOTAL IS LESS THAN \$10,000, THE AGENCY WILL SEND THE STATE CONTRACT ORDER (SCO) AND CONFIGURATION DIRECTLY TO THE VENDOR WITH A COPY TO ISC. IF THE TOTAL EXCEEDS \$10,000, THE AGENCY WILL NOTIFY IS&C VIA E-MAIL THAT THEY ARE READY TO PROCEED PROVIDING BOTH THE AGENCY'S PURCHASE ORDER NUMBER AND THE NUMBER OF THE VENDOR'S CONFIGURATION THAT THEY ARE PROCURING. IS&C WILL REVIEW THE PROCUREMENT AND MAKE A RECOMMENDATION FOR APPROVAL/DISAPPROVAL TO THE GOT.					
WV STATE PURCHASING DIVISION ADMINISTRATION UNIT CERTIFIED ENCUMBERED NOV 08 2004 <i>Beverly Tolson</i>					

WV STATE PURCHASING DIVISION
 ADMINISTRATION UNIT
 CERTIFIED ENCUMBERED

NOV 08 2004

Beverly Tolson

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OPEN END

TOTAL

APPROVED AS TO FORM FOR ONE FISCAL YEAR
Dan Wayfield
 APPROVED AS TO FORM BY ASSISTANT ATTORNEY GENERAL

BY *Betty Francisco* 304-558-0468
 PURCHASING DIVISION AUTHORIZED SIGNATURE



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WAN04

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INVOICE

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

VENDOR

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 VERIZON NETWORK INTEGRATION CO
 500 TECHNOLOGY DRIVE

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ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

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BEST WAY	DESTINATION	PREPAID	MUL-MUL

LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT. NO.	ITEM NUMBER		
<p>AN APPROVAL LETTER WILL BE SENT TO THE AGENCY FROM THE GOT. THE AGENCY WILL THEN FORWARD THEIR PURCHASE ORDER ON FORM WV-35 ALONG WITH THEIR APPROVAL LETTERS TO THE PURCHASING DIVISION FOR PROCESSING.</p> <p>THE ORDERING PROCEDURE MAY CHANGE AT A LATER DATE AT THE DISCRETION OF THE PURCHASING DIVISION. THE IS&C AND GOT PROCEDURE MAY CHANGE BASED ON IF AND WHEN THE ON-LINE ORDER PLACEMENT CAPABILITY IS IMPLEMENTED AND IF THE CTO APPROVAL GUIDELINES ARE MODIFIED</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON NOVEMBER 1, 2004 AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND</p>					

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 ASSISTANT ATTORNEY GENERAL

BY _____
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LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT. NO.	ITEM NUMBER		
PRICING SET HEREBIN ARE FIRM FOR THE LIFE OF THE CONTRACT. RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS. CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN. OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.) QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY					

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LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT. NO.	ITEM NUMBER		
THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.					
BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.					
THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.					
REV. 04/11/2001					

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BY _____
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 BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
02/19/2008		NET 30		232743964			
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BEST WAY		DESTINATION		PREPAID		MUL-MUL	
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0001	04/01/2008	EA	205-43		.00000		
	PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM						
	SOFTWARE, AND SERVICES PER THE ATTACHED						
	THIS CONTRACT IS TO BE IN ACCORDANCE WITH THE PURCHASE ORDER, THE ORIGINAL REQUEST FOR QUOTATION, ADDENDUM #1, AND THE RESPONSE TO THE REQUEST FOR QUOTATION AS PREPARED BY VERIZON NETWORK INTEGRATION.						
	EXHIBIT 3						
	LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON APRIL 1, 2008... AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.						

**PURCHASING DIVISION
 CERTIFIED ENCUMBERED
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Beverly Toler

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APPROVED FOR
 ONE FISCAL YEAR
Dwayne Wayfield
 APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

NATHAN MITCHELL 304-558-8806
[Signature]
 BY
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ALL STATE AGENCIES
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SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
<p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p>							

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 BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
02/19/2008		NET 30		232743964			
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LINE	QUANTITY	UQP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
<p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p>							
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ALL STATE AGENCIES
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 VARIOUS LOCALES AS INDICATED
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DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
02/19/2008		NET 30		232743964			
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 AND POLITICAL SUBDIVISIONS
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 BY ORDER

*502095242 304-746-1012
 VERIZON NETWORK INTEGRATION CO
 500 TECHNOLOGY DRIVE

 SOUTH CHARLESTON WV
 25309-9608

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
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 BY ORDER

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12/16/2004		NET 30		232743964		2	
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LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
	BEGINNING ON PAGE 6 OF THE ATTACHED "SWC-LAN04" NETWORKING EQUIPMENT" SPECIFICATIONS ARE DETAILED INSTRUCTIONS AND PROCEDURES FOR PLACING ORDERS AGAINST THIS CONTRACT.						
	ATTACHMENTS: LAN04 SPECIFICATIONS, 17 PAGES, DATED 7/26/04 COMPOSED OF 11 PAGES OF SPECIFICATIONS AND: EXHIBIT A - LAN04 NETWORKING EQUIPMENT REFERENCE QUESTIONNAIRE, 2 PAGES, DATED 7/26/04 EXHIBIT B - LAN04 NETWORKING EQUIPMENT VENDOR FACT SHEET, 1 PAGE, DATED 7/26/04 EXHIBIT C - LAN04 NETWORKING EQUIPMENT MANUFACTURER'S RESELLER CERTIFICATION, 1 PAGE, DATED 7/26/04 EXHIBIT 3						
	LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON DECEMBER 15, 2004, AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.						
	UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE						

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE



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

Purchase Order

PURCHASE ORDER NO.
 LAN04H

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BLANKET RELEASE
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CORRECT PURCHASE ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS PURCHASE ORDER SHOULD BE DIRECTED TO THE BUYER AS NOTED BELOW.

CHANGE ORDER

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

*502095242 304-746-1012
 VERIZON NETWORK INTEGRATION CO
 500 TECHNOLOGY DRIVE

 SOUTH CHARLESTON WV
 25309-9608

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
12/16/2004		NET 30		232743964			
SHIP VIA		DESTINATION		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY				PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
<p>IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE</p>							

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*502095242 304-746-1012
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12/16/2004		NET 30		232743964		4	
SHIP VIA		DESTINATION		PREPAID		ACCOUNT NUMBER	
BEST WAY				PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
<p>APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p>							

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**REQUEST FOR QUOTATION
SWC-LAN04 NETWORKING EQUIPMENT**

EXHIBIT A

LAN NETWORKING EQUIPMENT REFERENCE QUESTIONNAIRE

Vendor Name: Verizon Enterprise Solutions Group
 Address: 500 Technology Drive South Charleston, WV 25309

Which LAN NETWORKING EQUIPMENT have you purchased from this vendor over the last 12 months?

MANUFACTURER	MODEL(S)	NO. OF MACHINES	OPTIONS?
CISCO	Catalyst 4500 Cisco 3745 Router	1 each	
CISCO	2650 Router	9 each	

Please respond to the following questions. When asked to rate the vendor, please rate them on a scale of 1 - 9 (with 9 being the highest rating and 1 being the lowest rating). Please use the back of this form for additional comments.

PROCUREMENT

Estimated lead time (in weeks) from order point to product delivery: 6 weeks

Please rate the following:

- Vendor's timely delivery of product 1 2 3 4 5 6 7 8 **9**
- Likelihood you **WILL** purchase from this vendor again 1 2 3 4 5 6 7 8 **9**
- Vendor's sales personnel on courtesy and promptness to questions 1 2 3 4 5 6 7 8 **9**

SERVICE & SUPPORT

Please circle who provided support on equipment purchased:

Vendor Manufacturer Third Party

- Telephone support provided by vendor: 1 2 3 4 5 6 7 8 **9**
- On-site support provided by vendor: 1 2 3 4 5 6 7 **8** 9
- Vendor's knowledge of hardware: 1 2 3 4 5 6 7 8 **9**
- Vendor's knowledge of software: 1 2 3 4 5 6 7 **8** 9
- Vendor's knowledge of communications: 1 2 3 4 5 6 7 8 **9**
- Vendor's knowledge of configurations: 1 2 3 4 5 6 7 8 **9**
- Vendor's knowledge of repair: 1 2 3 4 5 6 7 8 **9**

**REQUEST FOR QUOTATION
SWC-LAN04 NETWORKING EQUIPMENT**

EXHIBIT B

VENDOR FACT SHEET

Company Name Verizon Network Integration Corp. FEIN NUMBER 23-2743964

Address 1500 MacCorkle Ave SE Charleston WV 25314

Telephone #304-344-6700 FAX# 304-344-6837

Hourly Services Rate CCIE Tech at \$200/hour
CCNP Tech at \$105/hour
Field Tech at \$85/hour

RESIDENT VENDOR PREFERENCE 5 % (Vendor must check and sign the attached Resident Vendor Preference Certificate and include with bid submission to be considered.)

CONTACTS:

Marketing Richard A. O'Brien Toll free Telephone # 304-344-6700
E-mail richard.a.obrien@verizon.com 800-422-6498

Maintenance James Eric Jarrett Toll free Telephone # 304-746-1046
E-mail james.Jarrett@verizon.com 800-422-6498

MANUFACTURERS TO BE PROVIDED UNDER THIS AGREEMENT

MANUFACTURER	MODEL	MODEL	MODEL	MODEL	MODEL
Cisco	Model Information can be found on accompanying CD.				
Nortel Networks					

Verizon Response: Verizon is bidding all models that fall within the LAN04 qualified products.

Provide the names of at least two (2) certified technicians on your staff, the number of years of experience, and attach copies of their certifications to this form.

Name	# Years Experience	Certification
<u>Butch Giacomo</u>	<u>17 Years</u>	<u>(CCIE)</u>
<u>Adam Moore</u>	<u>12 Years</u>	<u>(NNCSS), (NNCFS), (CCNA), (CCNP)</u>
<u>Billy Joe Blake Jr.</u>	<u>10 years</u>	<u>(CCNA), (CCNP), (NNCSS)</u>

Verizon Response: See Attached certifications in Section 5

EXHIBIT A

MANUFACTURER'S RESELLER CERTIFICATION

The undersigned manufacturer hereby certifies that the below named reseller is a regular dealer in the undersigned manufacturer's products and is authorized to sell and service all such products. If awarded a contract with the State of West Virginia, the undersigned manufacturer will furnish such reseller subject to its normal business practices, the products being bid. If the business relationship with this reseller should be altered or canceled, the manufacturer will immediately notify the State of West Virginia, Department of Administration, Information Services and Communications.

The undersigned manufacturer further guarantees that, in the event of a failure of the named reseller to satisfactorily fulfill any warranty services bid under the contract, it will upon request by the State of West Virginia honor its best commercial warranty requirements for units sold by that dealer, either directly or through other authorized manufacturer representatives.

This company provides this certification knowing and intending that the State of West Virginia will rely upon it when deciding whether to award a contract to the named dealer. The individual signing this agreement personally represents and warrants that they are duly authorized to sign this certification and bind the named company to the obligations hereby entered into.

Cisco Systems
Name of Manufacturer

Address:
13600 Dulles Tech Dr.
Herndon, VA 20171
703-484-0134
Telephone Number:

Lorey M. Smith
Printed Name

[Signature]
Authorized Signature

Channel Account Manager
Title

Aug 20, 2004
Date Agreement Signed

Verizon Network Integration Corporation
Name of Dealer

Address:
1500 MacCorkle Avenue SE
Charleston WV 25315
919-991-9699
Telephone Number:

Russell P. Kesler
Printed Name

[Signature]
Authorized Signature

Regional Sales Vice President-South
Title

September 17, 2004
Date Agreement Signed

Manufacturer agrees that the listed dealer is authorized to sell and service .

If Manufacturer does not offer service authorizations, the Vendor must provide documentation from the manufacturer verifying this; explain how the manufacturer handles warranty support, and the Vendor's Plan of action for servicing the State of WV.

**REQUEST FOR QUOTATION
SEC-LAN04 NETWORKING EQUIPMENT**

EXHIBIT C

MANUFACTURER'S RESELLER CERTIFICATION

The undersigned manufacturer hereby provides the attached standard Support Commitment Letter and Good Standing Letter. If awarded a contract with the State of West Virginia, the undersigned manufacturer **WILL** furnish such vendor subject to its normal business practices, the products being bid and the if the business relationship with this reseller should be altered or canceled, the vendor **WILL** immediately notify the State of West Virginia, Department of Administration, Information Services and Communications and/or the manufacturer will respond to inquiries from the State of West Virginia as to the status of the vendor.

In the event of a failure of the named vendor to satisfactorily fulfill any warranty services bid under the contract, the manufacturer **WILL**, upon request by the State of West Virginia, honor its commercial warranty requirements for units sold by that vendor, by working with the State of West Virginia to locate another authorized manufacturer representative willing to fulfill the vendor's obligations.

The individual signing this agreement represents they are duly authorized to sign this certification and bind the named company to the obligations hereby entered into.

Nortel Networks Inc.
Name of Manufacturer

Address:
2221 Lakeside Blvd, M/S 991-04-B30
Richardson, TX 75082

Telephone Number:
972-684-8445

David F. Calkins
Printed Name

David F. Calkins
Authorized Signature
Director, Distribution Mgmt. & Contracts
Title

8/24/04
Date Agreement Signed

Verizon Network Integration Corporation
Name of Vendor

Address:
1500 MacCorkle Avenue SE
Charleston WV 25314

Telephone Number:
919-991-9699

Russell P. Kesler
Printed Name

Russell P. Kesler
Authorized Signature
Regional Sales Vice President-South
Title

September 17, 2004
Date Agreement Signed

Manufacturer agrees that the listed vendor is authorized to sell and service the products stated in the standard Support Commitment Letter. If Manufacturer does not offer service authorizations, the Vendor **MUST** provide documentation from the manufacturer stating this, explain how the manufacturer handles warranty support, and the Vendor's Plan of action for servicing the State of WV for those instances where 1.2 is applicable.



State of West Virginia
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Purchase Order

PURCHASE ORDER NO
 LAN07HA

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CHANGE ORDER

SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

VENDOR COPY

*502095242 304-344-6700
 VERIZON NETWORK INTEGRATION CO
 1410 MACCORKLE AVE SE

 CHARLESTON WV 25314

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

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11/13/2007	NET 30	232743964			
SHIP VIA	FOB	FREIGHT TERMS	ACCOUNT NUMBER		
BEST WAY	DESTINATION	PREPAID	MUL-MUL		
LINE	QUANTITY	UOP	VENDOR ITEM NO	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT NO	ITEM NUMBER		
0001	12/14/2007	EA	205-43	.00000	
BLANKET OPEN-END STATEWIDE CONTRACT FOR LOCAL AREA NETWORK SOFTWARE, HARDWARE AND SERVICE. NOTE: THIS VENDOR HAS BEEN PRE-QUALIFIED TO SELL THE FOLLOWING MANUFACTURE'S PRODUCTS: CISCO AND ENTERASYS PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM STATEWIDE CONTRACT FOR LOCAL AREA NETWORK SOFTWARE, HARDWARE AND SERVIC. THIS AWARD IS PER ALL THE TERMS AND CONDITIONS OF THE REQUEST FOR QUOTATION DATED 08/08/2007 AND ALL CHANGE ORDERS THERETO AND VENDOR'S QUOTE DATED 09/18/2007. ORDERING PROCEDURES: BEGINNING ON PAGE 5 OF THE ATTACHED "SWC-LAN07" LOCAL AREA NETWORK HARDWARE, SOFTWARE AND SERVICES					

PURCHASING DIVISION
 CERTIFIED ENCUMBERED

NOV 27 2007

Beverly Tolson

OPEN END

TOTAL
 304-558-2316

APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

Darius Wayfield
 APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

APPROVED FOR BUYER 43
 BY *[Signature]*

PURCHASING DIVISION AUTHORIZED SIGNATURE

**GENERAL TERMS & CONDITIONS
PURCHASE ORDER/CONTRACT**

1. **ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
2. **APPLICABLE LAW:** The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
3. **NON-FUNDING:** All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, 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.
4. **COMPLIANCE:** Seller shall comply with all Federal, State and local laws, regulations and ordinances including, but not limited to, the prevailing wage rates of the WV Division of Labor.
5. **MODIFICATIONS:** This writing is the parties final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
6. **ASSIGNMENT:** Neither this Order nor any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
7. **WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will: {a} conform to the specifications, drawings, samples or other description furnished or specified by the Buyer {b} be merchantable and fit for the purpose intended and/or {c} be free from defect in material and workmanship.
8. **CANCELLATION:** The Director or Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
9. **SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in this Order.
10. **LATE PAYMENTS:** Payments may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
11. **TAXES:** The State of West Virginia is exempt from Federal and State taxes and will not pay or reimburse such taxes.
12. **RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void, and terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. It is noted that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.



State of West Virginia
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Purchase Order

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 LAN07HA

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ALL STATE AGENCIES
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SEE REVERSE SIDE FOR TERMS AND CONDITIONS

*502095242 304-344-6700
 VERIZON NETWORK INTEGRATION CO
 1410 MACCORKLE AVE SE
 CHARLESTON WV 25314

ALL STATE AGENCIES
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BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
SPECIFICATIONS ARE DETAILED INSTRUCTIONS AND PROCEDURES FOR PLACING ORDERS AGAINST THIS CONTRACT. ATTACHMENTS: LAN07 - SPECIFICATIONS, 12 PAGES, DATED 08/08/2007. EXHIBIT 3 LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON DECEMBER 15, 2007 AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE. UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT. RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL							
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	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
<p>BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO</p>							
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LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
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<p>THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATI- CALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p>							
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input type="checkbox"/>							TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE

REFERENCES



NAME: Arnold Miller
TITLE: VP of Information Technology
COMPANY: Marshall University
MAILING ADDRESS: 307 John Deaver Drinko Library
One John Marshall Drive
Huntington, WV 25755
TELEPHONE NUMBER: (304) 696-2677
E-MAIL: miler@marshall.edu

NAME: Kin Richardson
TITLE: Director of Operations
COMPANY: West Virginia State Treasury
MAILING ADDRESS: Building 1, Room EB96
1900 Kanawha Blvd.
Charleston, WV 25305
TELEPHONE NUMBER: (304) 558-5000
E-MAIL: kin.richardson@wvsto.com



NAME: Roger Chapman
TITLE: Manager of Infrastructure Design and Support Team
COMPANY: State of West Virginia-Office of Technology
MAILING ADDRESS: 1900 Kanawha Blvd, East, Building 5
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RFQ No. LAN10

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: Verizon Business Network Services Inc. on behalf of Verizon Network Integration Corp.

Authorized Signature: Mawshak Harrell Date: 11/5/10

State of Mississippi

County of Warren, to-wit:

Taken, subscribed, and sworn to before me this 5 day of November, 2010

My Commission expires 4/24, 2014.

AFFIX SEAL HERE

NOTARY PUBLIC

Lynne Myers



State of West Virginia 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: Verizon Business Network Services Inc. on behalf of Verizon Network Integration Corp. Signed: Marsha K. Harrell

Date: 11/5/10 Title: Marsha K Harrell
Senior Consultant
Pricing/Contract Management

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