



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
 DRS120342

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 SHELLY MURRAY
 304-558-8801

RFQ COPY

TYPE NAME/ADDRESS HERE

V
E
N
D
O
R

ORIGIN ID: LNKA (402) 323-4892
 ADMIN
 GOVDIRECT
 808 P ST
 STE 209B
 LINCOLN, NE 685096850
 UNITED STATES US

S
H
I
P
T
O

DIV OF REHABILITATION SERVICES
 VARIOUS LOCALES AS
 INDICATED BY ORDER

DATE PRINTED 12/23/2011	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 01/26/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-05-01-100		
<p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF REHABILITATION SERVICES, IS SOLICITING BIDS TO PROVIDE AND INSTALL TEN (10) WHITEBOARD STANDS, PROJECTORS, AND RELATED ITEMS PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA E-MAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 01/11/2012 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</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>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 MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH</p>						

RECEIVED
 2012 JAN 26 A 10:00
 PURCHASING DIVISION
 STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Mike [Signature]</i>	TELEPHONE 402-323-4875	DATE 1/24/12
TITLE Account Manager	FEIN 27-338713	ADDRESS CHANGES TO BE NOTED ABOVE

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

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

1. Awards will be made in the best interest of the State of West Virginia.
 2. The State may accept or reject in part, or in whole, any bid.
 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
 15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
 16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.
- I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

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



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

Request for Quotation

RFQ NUMBER
DRS120342

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY
304-558-8801

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

DIV OF REHABILITATION SERVICES
 VARIOUS LOCALES AS
 INDICATED BY ORDER

DATE PRINTED 12/23/2011	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 01/26/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4 (F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p 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: SHELLY MURRAY</p> <p>RFQ. NO.: DRS120342</p> <p>BID OPENING DATE: 01/26/2012</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Mike</i>	TELEPHONE 402-323-4875	DATE 1/24/12
TITLE Account Manager	FEIN 27-3368713	ADDRESS CHANGES TO BE NOTED ABOVE

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



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

Request for Quotation

RFQ NUMBER
 DRS120342

PAGE
 3

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 SHELLY MURRAY
 304-558-8801

RFQ COPY
 TYPE NAME/ADDRESS HERE

V
E
N
D
O
R

S
H
I
P
T
O

DIV OF REHABILITATION SERVICES
 VARIOUS LOCALES AS
 INDICATED BY ORDER

DATE PRINTED 12/23/2011	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
----------------------------	---------------	----------	--------	---------------

BID OPENING DATE: 01/26/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				BID OPENING TIME: 1:30 PM		
				PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:		402-323-4848

				CONTACT PERSON (PLEASE PRINT CLEARLY):		

				***** THIS IS THE END OF RFQ DRS120342 ***** TOTAL:		46,308.91

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *[Signature]* TELEPHONE 402-323-4875 DATE 1/24/12

TITLE Account Manager FEIN 27-3368713 ADDRESS CHANGES TO BE NOTED ABOVE

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

**DRS120342
Specifications**

General:

The WVDRS is requesting the provision and installation of the below accessories to be integrated with existing, agency owned Panasonic PanaBoard whiteboards, model UB-T880, per the below specifications:

1. All items must integrate together.
2. All items must integrate with existing Panasonic PanaBoard whiteboards, model UB-T880. Vendor is required to connect all items together, and to connect items with existing Panasonic PanaBoard whiteboards.
3. Systems must fully integrate with and connect to DRS and state of WV networks.
4. Systems must fully integrate with already installed DRS desktop and/or laptop computers, WinXP and Win7.
5. Accessories shall be delivered and installed within 30 days of contract award to multiple locations as listed.

Item # 1 – Qty 10 - ‘Conen’ Whiteboard Stand - Up/Down Unit with Super Short-Throw Projector Arm Unit (STWM/G2K) or equal.

- a. Projector Arm Unit will be paired and connected to ‘Conen’ whiteboard mobile stand (STMS)(see below).
- b. Projector Arm Unit must be able to hold short throw projector Sanyo PDG DXL-2000, or equal.
- c. Projector arm must be able to swing to side to allow mobility of system through doors and onto elevators, etc.
- d. Projector Arm Mount with projector is not to exceed 16” from screen.

Item # 2 – Qty 10 - ‘Conen’ Whiteboard Stand - Mobile Stand with Legs (STMS), or equal

- a. Unit must integrate with ‘Conen’ short throw projector arm (STWM/G2K), or equal, listed above.
- b. Unit must include four (4) heavy duty casters, two with locking brakes.
- c. Unit must have Variable Height Adjustment capability with finger touch manual height adjustment to allow for height adjustment of attached whiteboard.
- d. Tallest height adjustment must allow for minimum ceiling height of 105”.
- e. Color must be Black with White.
- f. Unit must integrate/hold Panasonic PanaBoard whiteboard, model UB-T880.
- g. Unit must include PC shelf mounted on the mobile stand to hold choice of notebook, desktop, or speakers.

Item # 3 – Qty 10 - 15 ft. Power cord cable with 3 conductor PC power (15PWC)

Item # 4 – Qty 10 - 15 ft. VGA M/M CL2 rated cable with ferrites (gold plated) (15VGA)

Item # 5 – Qty 10 - Sanyo PDG-DXL2000, 2000 lumens , short throw projector, or equal.

- a. Projector unit must be paired with and mounted on ‘Conen’ adjustable height whiteboard stand, or equal, with short throw projector arm.
- b. Unit must be able to project a minimum clear image size of 6’6” wide diagonally from a maximum distance of 12.6” away from whiteboard screen.
- c. Unit must have XGA native resolution, but be able to accept, and scale signals at WUXGA, WXGA, UXGA, SXGA, SVGA, and VGA resolutions.

- d. Unit must be able to display closed captioning from programming sources.
- e. Unit must have a minimum Contrast Ratio 2,000:1.
- f. Unit must be HDTV compatible at 720p, 1080i, and/or 1080p.
- g. Unit must have the ability to utilize PAL, SECAM, NTSC, PAL-M, PAL-N signals.
- h. Unit must include a Security PIN code lock functionality, via projector or remote control.
- i. Power Cord, VGA cable, Lens Cap, Remote control with batteries, and Owner's Manual must be included.
- j. Input Terminals shall be RCA video x1, S-video (mini DIN 4 pin) x1, RCA audio x2, Computer / component (mini D-sub 15 pin) x2, Computer monitor x1, Computer / component audio (mini jack stereo) x1, Computer audio (mini jack stereo) x1, HDMI (V.1.3 with deep color) x1
- k. Output Terminals shall be Computer monitor x1, VAO (variable audio out) x1, 3D Sync (mini DIN 3 pin) x1
- l. Protocols shall be LAN RJ-45, RS-232C
- m. Unit must have Focus/Zoom Adjusting – Manual/Digital zoom, 4x – 1/4x capability.

Item # 6 – Qty 10 - Onsite Installation and Training for Interactive Whiteboard System

- a. Vendor must install, configure, and test all items, to the specific installation instructions and calibration required for the electronic whiteboards, at each site.
- b. Vendor must provide detailed training of a minimum one (1) day to DRS staff at each site listed below (Charleston, Nitro, Huntington, Martinsburg, Bridgeport, Beckley, Wheeling, WV).
- c. Inside Delivery, Installation and Training shall be to the following locations:

Quantity	Location
3 each item	WV Div of Rehab Services 107 Capital Street Charleston, WV 25301 ATTN: Patti Shafer
1 each item	WV Div of Rehab Services 10 McJunkin Road Nitro, WV 25143 ATTN: Patti Shafer
1 each item	WV Div of Rehab Services Charleston District/Branch Office 4701 MacCorkle Avenue, SE Charleston, WV 25304 ATTN: Patti Shafer
1 each item	WV Div of Rehab Services Clarksburg District/Branch Office 107 Cambridge Place Bridgeport, WV 26330 ATTN: Patti Shafer

- 1 each item WV Div of Rehab Services
Wheeling District/Branch Office
Central Union Building
40 14th Street, Suite 102
Wheeling, WV 26003-3424
ATTN: Patti Shafer
- 1 each item WV Div of Rehab Services
Beckley District/Branch Offices
800 New River Town Center
Beckley, WV 25801
ATTN: Patti Shafer
- 1 each item WV Div of Rehab Services
Huntington District/Branch Offices
2699 Park Avenue
Suite 200
Huntington, WV 25704
ATTN: Patti Shafer
- 1 each item WV Div of Rehab Services
Martinsburg District/Branch Offices
891 Auto Parts Place, Suite 131
Martinsburg, WV 25403-2358
ATTN: Patti Shafer

**DRS120342
COST SHEET**

Item	Qty	Description	Unit Price	Extended Price
1	10 each	Whiteboard Stand, w/Super Short-Throw Projector Arm Unit	\$ 867.14	\$ 8,671.40
2	10 each	Mobile Whiteboard Stand with legs	\$ 916.58	\$ 9,165.80
3	10 each	15' Power Cord Cable with 3 Conductor PC Power	\$ 13.98	\$ 139.80
4	10 each	15' VGA M/M CL2 Rated Cable with Ferrites (gold plated)	\$ 31.21	\$ 312.10
5	10 each	2000 Lumens Projector	\$ 952.99	\$ 9,529.90
6	10 each	Onsite Delivery, Installation and Training	\$ 1,856.99	\$ 18,569.91
		Grand Total for Evaluation		\$ 46,308.91

Award shall be made to the lowest bid vendor meeting specifications.

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; or 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: GovDirect

Authorized Signature: [Signature] Date: 1/24/12

State of Nebraska

County of Lancaster, to-wit:

Taken, subscribed, and sworn to before me this 24 day of January, 2012.

My Commission expires Nov 10, 2013.

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]



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: Mike Armstrong Signed: Mike Armstrong
 Date: 1/24/12 Title: Account Manager

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

CAPABILITIES STATEMENT



Company Overview

GovDirect is a HUBZone small business and provider of technology solutions for business, government, education and healthcare. Our core competencies include:

- ✎ Panasonic Toughbook solutions
- ✎ Authorized GSA Schedule Dealer
 - ✓ Large list of manufacturers like APC, Panasonic, and Xerox
- ✎ Desktop and Mobile Computers
 - ✓ Dell, HP, IBM, Lenovo, Panasonic Toughbooks
- ✎ Printers and Scanners
 - ✓ Xerox, Lexmark
- ✎ Projectors and Displays
 - ✓ Panasonic, NEC, InFocus
- ✎ Network Hardware
 - ✓ Citrix, Dell, IBM, 3Com
- ✎ Firewalls & Routers
 - ✓ Fortinet, SonicWALL, Cisco

GovDirect's strong relations with its vendors and distributors gives you access to a wide variety of equipment and substantial product availability. We are also a TP3 Panasonic Preferred Partner, which gives us access to exclusive inventory, as well as competitive pricing structures. Our sales team is committed to finding you the most suitable technical solution at the lowest price available through their extensive knowledge of the product line. Each member of our staff attends workshops and training conferences regularly to maintain their technical expertise. Our account managers are dedicated to finding the solutions that best meet your needs in a timely manner and at the lowest cost to you.

CAGE: 650W3

DUNS: 964651710

Federal ID Number: 27-3368713

Certifications

- ✎ HUBZone Small Business
- ✎ Woman Owned Business
- ✎ AFWay Non-Contract Vendor
- ✎ Authorized GSA Dealer
- ✎ Panasonic TP3 Reseller
- ✎ Xerox Peak Silver Reseller
- ✎ Dell Premier Partner
- ✎ Eaton PowerAdvantage Partner
- ✎ Fortinet Silver Partner

Classification Codes

NAICS 334111 - Electronic Computer Manufacturing
334112 - Computer Storage Device Manufacturing
334119 - Other Computer Peripheral Equipment Manufacturing
443120 - Computer and Software Stores
423430 - Computer and Computer Peripheral Equipment and Software Merchant Wholesale

FSC 7010 - ADPE System Configuration
7025 - ADP I/O and Storage Devices
7030 - ADP Software
7045 - ADP Supplies

Key Contacts

Primary	Mike Armstrong Account Manager 402-323-4875 marmstrong@govdirect.com	Secondary	Danielle Zoz CEO/President 402-202-7081 dzoz@govdirect.com
---------	---	-----------	---

West Virginia Department of Administration

Projectors and Related Items

January 25, 2012

Building Solutions Every Day




GovDirect
BUILDING SOLUTIONS EVERY DAY

Woman Owned Small Business and HUBZone Certified

Mike Armstrong

Account Manager

1-888-TOUGH31 (sales)

402-323-4875 (direct)

402-323-4866 (main)

402-323-4875 (fax)

www.govdirect.com

marmstrong@govdirect.com

Quote ID: 001521 Date: Wednesday, January 25, 2012 Expires: Saturday, February 04, 2012

Prepared By: Mike Armstrong | 402-323-4875 | marmstrong@govdirect.com

Prepared For:	Ship To:	Bill To:
Shelly Murray West Virginia Department of Administration Department of Administration, Purchasing Division Building 15 2019 Washington Street, East Charleston WV 25305-0130	Shelly Murray West Virginia Department of Administration Department of Administration, Purchasing Division Building 15 2019 Washington Street, East Charleston WV 25305-0130	Shelly Murray West Virginia Department of Administration Department of Administration, Purchasing Division Building 15 2019 Washington Street, East Charleston WV 25305-0130

DUNS: 964651710
CAGE: 650W3
FIN: 27-3368713

All applicable sales tax applies.
Stock is subject to change.

Projector

MFP#	Description	Qty	Price	Ext. Price
PT-ST10U	Panasonic PT-ST10U XGA LCD 2500 Lm Item is currently in stock. Item is the replacement for the Sanyo pdg-dxl2000 requested, as Sanyo is becoming a part of Panasonic.	10	\$952.99	\$9,529.90
PXT10115	15 ft Computer Power Cord - NEMA5-15P to C13 - 125V AC - 10A - 15ft - Black Item is currently in stock	10	\$13.98	\$139.80
V11P1515-15-F	CMB Premium Super VGA Monitor Cable with Gold Ferrites - 15ft Item is currently in stock	10	\$31.21	\$312.10

Projector Subtotal **\$9,981.80**

Onsite Delivery, Installation and Training

MFP#	Description	Qty	Price	Ext. Price
	Site Survey Item is currently in stock	8	\$198.28	\$1,586.24
	Installation and configuration Rate is for one installation and configuration per site	7	\$892.80	\$6,249.60
	Installation and configuration Rate is for three installations and configuration per site	1	\$2,195.75	\$2,195.75
	Onsite Training Rate is for Onsite training per day	8	\$1,067.29	\$8,538.32

Onsite Delivery, Installation and Training Subtotal **\$18,569.91**

Mobile Stand

MFP#	Description	Qty	Price	Ext. Price
MST-US	Mobile Whiteboard Stand with legs Item is currently in stock	10	\$616.97	\$6,169.70
G1K	Projector Arm and Mount Item is currently in stock	10	\$246.17	\$2,461.70
STM-M	Spring Mechanism Item is currently in stock	10	\$542.81	\$5,428.10
AF-STM-UBT880	Frame Item is currently in stock	10	\$369.77	\$3,697.70
Mobile Stand Subtotal				\$17,757.20

Quote Summary

Description

Projector	\$9,981.80
Onsite Delivery, Installation and Training	\$18,569.91
Mobile Stand	\$17,757.20
Total	\$46,308.91

All prices and descriptions are subject to change without notice. This price list is a quotation only and is not an order or offer to sell. No contract for sale will exist unless and until one of the following occur: 1.) a purchase order has been issued by you and accepted by GovDirect or 2.) an order is place on-line and accepted by GovDirect or 3.) a written proposal is accepted by you. The prices contained in this list may not be relied upon as the price at which GovDirect will accept an offer to purchase products unless expressly agreed to by GovDirect in writing. Product specifications may be changed by the manufacturer without notice. It is your responsibility to verify product conformance to specifications of any subsequent contract. All products are subject to availability from the manufacturer. Prices quoted may not include applicable taxes. Sales tax will be included on the invoice. Products are non-returnable unless approved in writing by GovDirect within 30 days of invoice date. Those approved returns may be subject to a restocking fee. Payment terms, unless otherwise stated in writing, shall not exceed 30 days from date of invoice. Questions about these and other terms and conditions should be your sales representative.