



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

## Request for Quotation

RFO NUMBER  
**ISCM0005**

PAGE  
**1**

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

RFQ COPY

TYPE NAME/ADDRESS HERE

**VENDOR**  
 Dell Marketing L.P.  
 One Dell Way, RR8-06,  
 Round Rock, TX 78682

**SHIP TO**  
 DEPARTMENT OF ADMINISTRATION  
 IS&C - COMMUNICATIONS  
 1900 KANAWHA BLVD. E.  
 BUILDING 5, 10TH FLOOR  
 CHARLESTON, WV  
 25305 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/11/2011	Net 30 days	FedEx	Destination	

BID OPENING DATE: **09/01/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		205-43	*Please refer to attached Quote: JXM11041105-R02 after page 8 for pricing*	
<p>MISC SOFTWARE LICENSES AND MAINTENANCE</p> <p style="text-align: center;">REQUEST FOR QUOTATION (RFQ)</p> <p>THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH LICENSES AND YEARLY MAINTENANCE FOR QUEST PRODUCTS (OR EQUAL) PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE STATE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV.</p> <p>DEADLINE FOR ALL TECHNICAL QUESTIONS IS 08/22/2011 AT THE CLOSE OF BUSINESS.</p> <p>ALL TECHNICAL QUESTIONS WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED AFTER THE DEADLINE HAS LAPSED.</p> <p>VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN THE VENDOR AND ANY STATE PERSONNEL IS NOT BINDING. ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE RFQ SPECIFICATIONS BY AN FORMAL WRITTEN ADDENDUM IS BINDING.</p> <p>NO CONTACT BETWEEN THE VENDOR AND THE AGENCY IS</p>						

RECEIVED  
 08-11-11 A 9:58  
 PURCHASING DIVISION  
 CHARLESTON, WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Mary Collins <i>M Collins</i>	TELEPHONE 512-723-3772	DATE August 30, 2011
TITLE Regional Proposal Manager	FEIN 74-2616805	ADDRESS CHANGES TO BE NOTED ABOVE

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

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

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

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

### INSTRUCTIONS TO BIDDERS

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



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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**2**

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

RFQ COPY

TYPE NAME/ADDRESS HERE

Dell Marketing L.P.  
 One Dell Way, RR8-06,  
 Round Rock, TX 78682

VENDOR

SHIP TO

DEPARTMENT OF ADMINISTRATION  
 IS&C - COMMUNICATIONS  
 1900 KANAWHA BLVD. E,  
 BUILDING 5, 10TH FLOOR  
 CHARLESTON, WV  
 25305 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/11/2011	Net 30 days	FedEx	Destination	

BID OPENING DATE: **09/01/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>PERMITTED WITHOUT THE EXPRESS WRITTEN CONSENT OF THE STATE BUYER. VIOLATION MAY RESULT IN REJECTION OF THE BID. THE STATE BUYER NAMED ABOVE IS THE SOLE CONTACT FOR ANY AND ALL INQUIRIES AFTER THIS RFQ HAS BEEN RELEASED.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.: .....</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1 None .....</p> <p>NO. 2 .....</p> <p>NO. 3 .....</p> <p>NO. 4 .....</p> <p>NO. 5 .....</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>M Collins</i>	Mary Collins	TELEPHONE 512-723-3772	DATE August 30, 2011
TITLE Regional Proposal Manager	FEIN 74-2616805	ADDRESS CHANGES TO BE NOTED ABOVE	

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



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08/11/2011	Net 30 days	FedEx	Destination	
BID OPENING DATE: 09/01/2011		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: right;"><i>M Collins</i> Mary Collins            .....            SIGNATURE            Dell Marketing L.P.            .....            COMPANY            August 30, 2011            .....            DATE</p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</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 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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>M Collins</i>	Mary Collins	TELEPHONE 512-723-3772	DATE August 30, 2011
TITLE Regional Proposal Manager	FEN 74-2616805	ADDRESS CHANGES TO BE NOTED ABOVE	

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State of West Virginia  
 Department of Administration  
 Purchasing Division  
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# Request for Quotation

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**4**

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VENDOR

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 25305 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/11/2011	Net 30 days	FedEx	Destination	
BID OPENING DATE: 09/01/2011		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: KRISTA FERRELL-FILE 21</p> <p>RFQ. NO.: ISCM0005</p> <p>BID OPENING DATE: 09/01/2011</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p>512 283-9092</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):</p> <p>Mary Collins, Regional Proposal Manager</p> <p>***** THIS IS THE END OF RFQ ISCM0005 ***** TOTAL: _____</p>						

\*Please refer to attached Quote: 4129348 after page 8 for pricing\*

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *M Collins* Mary Collins TELEPHONE 512-723-3772 DATE August 30, 2011

TITLE Regional proposal Manager FEIN 74-2616805 ADDRESS CHANGES TO BE NOTED ABOVE

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

Request for Quotation  
ISCM0005

The West Virginia Office of Technology (WVOT) provides account management services for the Executive Branch of State government. We are requesting quotes for the procurement of additional licenses and annual maintenance for two (2) Quest products (or equal) used to assist in managing active directory and account management activities.

The annual maintenance is required for 20,000 current licenses of Quest Active Roles Server and 20,000 current licenses of Quest Recovery manager for Active Directory. The maintenance period for Active Roles Server and Recovery Manager should be effective from 09/15/2011 – 09/14/2012.

WVOT needs to purchase an additional 2,500 licenses of Quest Active Roles Server (or equal) and an additional 2,500 licenses of Quest Recovery Manager for Active Directory (or equal).

# 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: Dell Marketing, LP

Signed: Mary Collins Mary Collins

Date: August 30, 2011

Title: Regional Proposal Manager

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

<b>Current Licenses – Maintenance Cost Quote</b>			
License	Number of License	Cost Per Year	Total Cost (3 Years) 09/15/2011– 9/14/2014
Quest Active Roles Server	20,000	\$52,943.33	\$158,830.00
Quest Recovery Manger (For Active Directory	20,000	\$12,996.67	\$38,990.00
<b>A – Total Maintenance Cost</b>			\$197,820.00

<b>Additional Licenses –Cost Quote</b>			
License	Number of License	Cost Per Unit	Total Cost 1 <sup>st</sup> year maintenance included
*Quest Active Roles Server	2,500	\$15.56	\$38,900.00
*Quest Recovery Manger (For Active Directory	2,500	\$4.53	\$11,325.00
<b>B – Total Cost</b>			\$50, 225.00

<b>Additional Licenses –Maintenance Cost Quote</b>			
License	Number of License	Cost Per Unit	Total Cost 09/15/2012–09/14/2014
*Quest Active Roles Server	2,500	\$7.46	\$18,650.00
*Quest Recovery Manger (For Active Directory	2,500	\$3.58	\$8,950.00
<b>C – Total Maintenance Cost</b>			\$27,600.00

<b>Grand Total (A+B+C)</b>	\$275,645.00
----------------------------	--------------

or equal





Dell Customer

Confidential

**Lynn Tume.**  
 Account Executive  
 2444 Madison Road  
 Unit#1403  
 Cincinnati, OH 45208  
 P: (513) 288-9217  
 F: (513) 871-5804  
 Lynn\_Tumen@Dell.com

**Jim Morgan**  
 Inside Account Manager  
 850 Asbury Drive  
 Buffalo Grove, IL 60089  
 P: (866) 746-1702  
 F: (866) 549-8208  
 Jim\_X\_Morgan@Dell.com

# Quotation

**Quote Number: JXM11041105-R02**  
**Quote Expires: Sep 29, 2011**

**Customer:** WV Office of Technology  
**Contact:** Rob West  
**Customer #:** 321728  
**Phone:** (304) 957-6810  
**Fax:**  
**E-mail:** rob\_x\_west@wv.gov  
**Date of Issue:** Aug 30, 2011

PLEASE SEE IMPORTANT TERMS AND CONDITIONS AT THE BOTTOM OF THIS QUOTATION

Product Description	Dates	Mfg #	Quantity	Unit Price	Ext. Price
QUEST ACTIVEROLES SERVER PER ENABLED USER ACCT MAINTENANCE RENEWAL	POP: 9/15/2011 THROUGH 9/15/2014	9923-10778M	12000	\$9.37	\$112,440.00
QUEST RECOVERY MANAGER FOR AD PER ENABLED USER ACCT MAINTENANCE RENEWAL	POP: 9/15/2011 THROUGH 9/15/2014	9923-10893M	12000	\$1.70	\$20,400.00
QUEST ACTIVEROLES SERVER PER ENABLED USER ACCT MAINTENANCE RENEWAL	9/15/2011 THROUGH 9/15/2014	9923-10778M	5000	\$7.55	\$37,750.00
QUEST RECOVERY MANAGER FOR AD PER ENABLED USER ACCT MAINTENANCE RENEWAL	9/15/2011 THROUGH 9/15/2014	9923-10893M	5000	\$3.04	\$15,200.00
QUEST ACTIVEROLES SERVER PER ENABLED USER ACCT MAINTENANCE RENEWAL	9/15/2011 THROUGH 9/15/2014	9923-10778M	3000	\$2.88	\$8,640.00
QUEST RECOVERY MANAGER FOR AD PER ENABLED USER ACCT MAINTENANCE RENEWAL	9/15/2011 THROUGH 9/15/2014	9923-10893M	3000	\$1.13	\$3,390.00
QUEST ACTIVEROLES SERVER PER ENABLED USER ACCT LICENSE/MAINT	POP: 9/15/2011 THROUGH 9/15/2012	9923-10778	2500	\$15.56	\$38,900.00

Quote Prepared By: Jim Morgan

- Customer's purchase is subject to Dell's Terms and Conditions of Sale found at [www.dell.com](http://www.dell.com), unless Customer has a separate purchase agreement with Dell.
- Sales/use tax is based on the "ship to" address on your invoice. Please indicate your taxability status on your purchase order. If exempt, Customer must have an Exemption Certificate on file.
- If you have a question re: your tax status, please contact your Dell | ASAP Software inside sales representative listed above. Shipments to California: for certain products, a State Environmental Fee of up to \$10 per item may be applied to your invoice. Prices do not reflect this fee unless noted. For more information, refer to [www.dell.com/environmentalfee](http://www.dell.com/environmentalfee).
- All product descriptions and prices are based on latest information available and are subject to change without notice or obligation.
- All prices are based on Net 30 Terms. If not shown, shipping, handling, taxes, and other fees will be added at the time of order, where applicable.
- Customer understands and acknowledges that all warranties, representations and returns are subject to the manufacturer, publisher or distributor guidelines.



Dell Customer Confidential

# Quotation

**Quote Number:** JXM11041105-R02  
**Quote Expires:** Sep 29, 2011

**Jim Morgan**  
Inside Account Manager  
850 Asbury Drive  
Buffalo Grove, IL 60089  
P: (866) 746-1702  
F: (866) 549-8208  
Jim\_X\_Morgan@Dell.com

**Lynn Tume**  
Account Executive  
2444 Madison Road  
Unit#1403  
Cincinnati, OH 45208  
P: (513) 288-9217  
F: (513) 871-5804  
Lynn\_Tumen@Dell.com

Product Description	Dates	Mfg #	Quantity	Unit Price	Ext. Price
QUEST RECOVERY MANAGER FOR AD PER ENABLED USER ACCT LICENSE/MAINT	POP: 9/15/2011 THROUGH 9/15/2012	9923-10893	2500	\$4.53	\$11,325.00
QUEST ACTIVE ROLES SERVER PER ENABLED USER ACCT MAINTENANCE RENEWAL	POP: 9/15/2012 THROUGH 9/15/2014	9923-10778M	2500	\$7.46	\$18,650.00
QUEST RECOVERY MANAGER FOR AD PER ENABLED USER ACCT LICENSE/MAINT	POP: 9/15/2012 THROUGH 9/15/2014	9923-10893	2500	\$3.58	\$8,950.00

**Notes:**

Quote based on purchasing 3 years of maintenance upfront.

**Product Sub Total**  
**Grand Total**

**\$275,645.00**  
**\$275,645.00**  
**USD**

**Quote Prepared By:** Jim Morgan

- 1) Customer's purchase is subject to Dell's Terms and Conditions of Sale found at [www.dell.com](http://www.dell.com), unless Customer has a separate purchase agreement with Dell.
- 2) Sales/use tax is based on the "ship to" address on your invoice. Please indicate your taxability status on your purchase order. If exempt, Customer must have an Exemption Certificate on file.
- 3) If you have a question re: your tax status, please contact your Dell | ASAP Software Inside sales representative listed above. Shipments to California: for certain products, a State Environmental Fee of up to \$10 per item may be applied to your invoice. Prices do not reflect this fee unless noted. For more information, refer to [www.dell.com/environmentalfee](http://www.dell.com/environmentalfee).

- 4) All product descriptions and prices are based on latest information available and are subject to change without notice or obligation.
- 5) All prices are based on Net 30 Terms. If not shown, shipping, handling, taxes, and other fees will be added at the time of order, where applicable.
- 6) Customer understands and acknowledges that all warranties, representations and returns are subject to the manufacturer, publisher or distributor guidelines.