



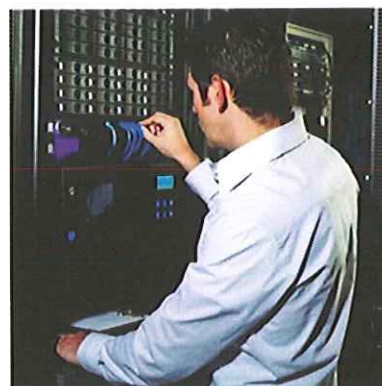
# State of West Virginia Department of Administration

Dell Networking Response

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WV PURCHASING  
DIVISION





One Dell Way  
Round Rock  
TX 78682, USA

[www.dell.com](http://www.dell.com)

Friday, October 07, 2011

West Virginia Office of Technology  
State of West Virginia Department of Administration  
1900 Kanawha Blvd. E.  
Building 5, 10th Floor  
Charleston WV 25305

Dear WV Office of Technology,

Thank you for the opportunity to submit a proposal for State of West Virginia's forthcoming network technology project. We have studied the information provided to us about your business requirements and carefully analyzed your technology needs and technical responses. We will not be submitting a response directly to this request. We do feel that we have a solution that would be very valuable to WVOT and would welcome the opportunity to conduct further discussions and craft a recommended solution based on our available technology. We can work with you to ensure the design will meet your needs in the most cost effective way without compromising on quality, service or ongoing support. In addition, Dell's focus on Open Capable and Affordable Technology Solutions drives us to meet customer performance needs at a much lower acquisition cost and total cost of ownership than our competitors who provide proprietary solutions. Simply said, we know we can save the state substantial cost and meet or even exceed performance and management expectations.

We do want to address why we cannot respond to RFQ ISCM0046. There are several aspects of the RFQ that seem arbitrarily exclusive and prevent other vendors from offering a functionally similar solution. I am providing the following as examples:

- EIGRP is a Cisco Proprietary protocol where functional standards based alternatives such as OSPF or IS-IS exist
  - A combination of industry standard routing protocol and good network design is an alternative that is functional not only on Cisco Hardware, but also on other vendor platforms
- PAgP is another proprietary Cisco protocol that has an industry standard functional alternative
  - LACP is the IEEE standard for link aggregation that is supported by Cisco and many 3<sup>rd</sup> party vendors
  - Good network design and LACP should be able to address any situation where PAgP would be used
- The requirement of 1,000,000 IPv4 and 500,000 IPv6 for BGP and 256Kv4 and 128Kv6 routes would appear to be a requirement simply copied from Cisco spec sheet found at [http://www.cisco.com/en/US/prod/collateral/modules/ps2797/ps11878/data\\_sheet\\_c78-648214\\_ps708\\_Products\\_Data\\_Sheet.html](http://www.cisco.com/en/US/prod/collateral/modules/ps2797/ps11878/data_sheet_c78-648214_ps708_Products_Data_Sheet.html)
  - This would appear to us as being a less than good faith response to our question on route table sizing requirements.

- Notably the SUP720 and SUP2T modules referenced in the bid are advertised with those raw maximum capacities but in reality cannot simultaneously support the maximum number of IPv4 and IPv6 routes simultaneously in operation
- Please reference Cisco Documentation [http://www.cisco.com/en/US/docs/switches/lan/catalyst6500/ios/12.2SY/release/notes/ol\\_20679.html#wp2561330](http://www.cisco.com/en/US/docs/switches/lan/catalyst6500/ios/12.2SY/release/notes/ol_20679.html#wp2561330)
- There are functional equivalent firewall platforms that can provide the same capability as the ASA module
  - The ASA module only functions in Cisco Chassis so the requirement for the ASA module effectively becomes a requirement for a Cisco Chassis
- The requirement for VSS systems is another Cisco proprietary technology and much of what the VSS provides can be accomplished via open standards and careful network design (using protocols like Force10 VLT), requiring VSS forces a Cisco only solution where alternates do exist.
- Our Network and Virtual Integrated System Solutions provides the following over a competitor proprietary solution:
  - Virtual and Physical Workload Self Service
  - Off Premise Deployment Support
  - Heterogeneous Compute Support
  - Heterogeneous Network Support
  - Legacy Compute Support
  - Legacy Network Support
  - Legacy Storage Support
  - Due to the above, lower overall Capital Costs

In support of Dell's capabilities and solutions, I want to make note that we as an organization have invested billions of dollars in our capabilities that allow our customers to do more with what they have or less. Dell's acquisition of Force 10 helps round out our portfolio and enables us to offer a more robust solution to address emerging trends affecting every business today. With more applications moving to the cloud and a fluid workforce requiring anywhere and everywhere access, the datacenter becomes the strategic epicenter for flawless delivery. Our commitment of a simplified, open and optimized end to end network infrastructure is clear and unwavering. Our ability to deliver on this promise is strengthened by our Force 10 acquisition by ensuring our ability to comprehensively address business trends that demand a new approach. And by delivering this new approach we can architect a network that supports the business rather than the other way around. To support the orchestration of these networks, we have built out our Virtual Integrated System, have invested in our Intelligent Data Management strategy, are delivering solutions for Next Generation Data Centers and End User Computing and we are delivering to most of the

largest technology and cloud providers on the planet today. We are able to provide approved customer lists upon request.

Our goal in providing the above information is to earn the opportunity to have some time with you to specifically discuss this project, how we can drive out cost and have an impact on the State. I would also like the opportunity to build a better relationship with your technology organization through additional meetings at the State Capitol, or at our Executive Briefing Center located in Austin Texas.

Dell has an alternative way to delivering technology solutions. Our goal is not to get as much as we can out of our customers but to give our customers what they need so we can have a long term business relationship. We are asking with this project need, or future project needs that we have a seat at your table to provide competition into your procurement process. For RFQ ISCM0046, due to the reasons above, we see limited opportunity to introduce competition into this bid which in the long term, will end up costing the State of West Virginia more.

Dell looks forward to working with you in the future. Should you have any questions regarding this response, please contact me at 513-227-6885 or online at [Mitch\\_Mahoney@Dell.com](mailto:Mitch_Mahoney@Dell.com).

Sincerely,



Mary Collins  
Proposal Manager on behalf of

Mitch Mahoney  
Dell Account Executive  
Major Public Accounts OH/WV