



Original Proposal for:
**RFP: West Virginia Network Infrastructure
Services**

Prepared for:
West Virginia State Treasurer's Office

April 9, 2012

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2012 APR 10 AM 11:54

WV PURCHASING
DIVISION

Technical Proposal

Pomeroy Response to West Virginia State
Treasurer's Office
RFP# ST012007
RFP: Network Infrastructure Services

**Response to West Virginia State Treasurer's Office
RFP: Insert Network Infrastructure Services**

SFID # O-0023094 WV

Pomeroy

Richard Sylvester
Technology Service Executive
500 Westmoreland Office Park
Dunbar, WV 25064
Office: 800.846.8727 x. 5768
Fax: 304.746.4439
eFax: 800-650-1703
Email: richard.sylvester@pomeroy.com

Corporate Office

1020 Petersburg Road
Hebron, Kentucky 41048
www.pomeroy.com
Phone: 859.586.1515
Toll-Free: 800.846.8727
Fax: 859.586.4414
Federal Tax ID: 61-1352158

Delivery Information

Ship to: Department of Administration
Purchasing Division
Building 15
2019 Washington Street East
Charleston WV 26305-0130

Deliver one (1) original Technical proposal plus five (5) convenience copies. **Label Envelope with:**

Technical

Vendor:	Pomeroy
Buyer:	44
Req #:	ST012007
Opening Date:	4/10/12
Opening Time:	1:30 p.m.

Also deliver one (1) exact copy on a USB key or CD/DVD media:

Deliver one (1) original Cost Proposal plus five (5) convenience copies. **Label Envelope with:**

Cost

Vendor:	Pomeroy
Buyer:	44
Req #:	ST012007
Opening Date:	4/10/12
Opening Time:	1:30 p.m.

Also deliver one (1) exact copy on a USB key or CD/DVD media:



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
STO12007

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
FRANK WHITTAKER
304-558-2316

RFQ COPY
TYPE NAME/ADDRESS HERE

Pomeroy
4013 Washington Street West
Charleston, West Virginia 25313

STATE TREASURER
MAIN CAPITOL BUILDING
SUITE E-145
CHARLESTON, WV
25305 304-343-4000

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/06/2012				

BID OPENING DATE: 04/10/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-05		
COMPUTER NETWORK INFRASTRUCTURE						
REQUEST FOR PROPOSAL (RFP)						
THE WEST VIRGINIA PURCHASING DIVISION, FOR THE THE WEST VIRGINIA STATE TREASURER'S OFFICE, IS SOLICITING PROPOSALS FOR REPLACEMENT OF NETWORK INFRASTRUCTURE COMPONENTS PER THE ATTACHED SPECIFICATIONS.						
MANDATORY PRE-BID						
A MANDATORY PRE-BID WILL BE HELD ON 3/16/12 AT 10:30 A.M. EB96, BLDG. 1, 1900 KANAWHA BLVD. E. CHARLESTON. ALL INTERESTED PARTIES ARE REQUIRED TO ATTEND THIS MEETING. FAILURE TO ATTEND THE MANDATORY PRE-BID SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER.						
AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Richard Sylvester	TELEPHONE 304-964-2381	DATE 04/09/12
TITLE Technology Service Executive	FEIN 61-1352168	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.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 disqualification: 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

STO12007

PAGE

2

ADDRESS CORRESPONDENCE TO ATTENTION OF

FRANK WHITTAKER
304-558-2316

RFQ COPY

TYPE NAME/ADDRESS HERE

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Pomeroy
4013 Washington Street West
Charleston, West Virginia 25313

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STATE TREASURER
MAIN CAPITOL BUILDING
SUITE E-145

CHARLESTON, WV
25305

304-343-4000

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS		
03/06/2012						
BID OPENING DATE: 04/10/2012		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	QAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER.</p> <p>ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID, BUT DURING ANY SUBSEQUENT PART OF THE PRE-BID WILL NOT BE PERMITTED TO SIGN THE ATTENDANCE SHEET.</p> <p>ALL TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO FRANK WHITTAKER IN THE WV PURCHASING DIVISION VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV OR VIA FAX AT 304-558-4115. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 03/20/12 AT 4:00 PM. ALL TECHNICAL QUESTIONS WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>NOTICE TO PROCEED: THE SOLUTION IS TO BE INSTALLED AND OPERATIONAL WITHIN 75 CALENDAR DAYS AFTER THE NOTICE TO PROCEED IS RECEIVED. UNLESS OTHERWISE SPECIFIED, THE FULLY EXECUTED PURCHASE ORDER WILL BE CONSIDERED NOTICE TO PROCEED.</p> <p>LIFE OF CONTRACT: THE ANNUAL MAINTENANCE WILL BE ADDED BY CHANGE ORDER AND EXTEND 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>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE Richard Sylvester			TELEPHONE 304-964-2381		DATE 04/09/12	
TITLE Technology Service Executive			FEIN 61-1252158		* ADDRESS CHANGES TO BE NOTED ABOVE	

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



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

Request for Quotation

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STO12007

PAGE

3

ADDRESS CORRESPONDENCE TO ATTENTION OF

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304-558-2316

RFQ COPY

TYPE NAME/ADDRESS HERE

V
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Pomeroy
4013 Washington Street West
Charleston, West Virginia 25313

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STATE TREASURER
MAIN CAPITOL BUILDING
SUITE E-145

CHARLESTON, WV
25305

304-343-4000

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/06/2012				

BID OPENING DATE: 04/10/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	QTY NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT BY THE STATE OF WEST VIRGINIA, ITS AGENCIES, OR POLITICAL SUBDIVISIONS, THE TERMS, CONDITIONS, AND PRICING SET FORTH 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 BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO FOUR (4) 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 SERVICE 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.)						
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.						
THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Richard Sylvester

TELEPHONE 304-964-2381

DATE 04/09/12

TITLE Technology Service Executive

FEIN 61-1352158

ADDRESS CHANGES TO BE NOTED ABOVE

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BID OPENING DATE: 04/10/2012		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	QAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>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. 01/17/2012</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST 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: 44</p> <p>RFQ. NO.: STO12007</p> <p>BID OPENING DATE: 04/10/2012</p> <p>BID OPENING TIME: 1:30 PM</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE Richard Sylvester		TELEPHONE 304-964-2381		DATE 04/09/12		
TITLE Technology Service Executive		FEIN 61-1352158		ADDRESS CHANGES TO BE NOTED ABOVE		

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



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

Request for Quotation

RFQ NUMBER
STO12007

PAGE
5

ADDRESS CORRESPONDENCE TO ATTENTION OF:
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304-558-2316

RFQ COPY
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Pomeroy
4013 Washington Street West
Charleston , West Virginia 25313

STATE TREASURER
MAIN CAPITOL BUILDING
SUITE E-145
CHARLESTON, WV
25305 304-343-4000

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/06/2012				

BID OPENING DATE:	04/10/2012	BID OPENING TIME	01:30PM
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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p>eFax: 800-650-1703</p> <p>-----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY) :</p> <p>-----</p> <p>Richard Sylvester Technology Service Executive 500 Westmoreland Office Park Dunbar, WV 25064 800.846.8727 x. 5768</p> <p>***** THIS IS THE END OF RFQ STO12007 ***** TOTAL:</p>						

***** THIS IS THE END OF RFQ STO12007 ***** TOTAL:

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	Richard Sylvester <i>Richard L. Sylvester</i>	TELEPHONE	304-964-2381	DATE	04/09/12
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TITLE	Technology Service Executive	FEIN	61-1352158
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ADDRESS CHANGES TO BE NOTED ABOVE

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

Rev. 09/08

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: PomeroySigned: Richard SylvesterDate: 04/09/12Title: Technology Service Executive

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

RFQ No. ST012007

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: Pomeroy

Authorized Signature: Craig J. Pomeroy Date: 04/09/2012

State of Ky

County of Boone, to-wit:

Taken, subscribed, and sworn to before me this 9th day of April, 2012

My Commission expires April 20, 2015.

AFFIX SEAL HERE

NOTARY PUBLIC

Julie Payne

#441481



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

Request for Quotation

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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/26/2012				

BID OPENING DATE: 04/10/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** ADDENDUM NO. 1 *****						
THIS ADDENDUM IS ISSUED TO:						
1) PROVIDE THE ATTACHED MANDATORY PRE-BID SIGN IN SHEET						
2) PROVIDE THE ATTACHED CLARIFICATIONS AND ADDITIONS TO THE MANDATORY REQUIREMENTS CONTAINED IN SECTION 2.5 OF THE SPECIFICATIONS.						
3) PROVIDE THE ATTACHED TECHNICAL QUESTIONS & ANSWERS.						
***** END ADDENDUM NO. 1 *****						
0001	1	LS	205-05	COMPUTER NETWORK INFRASTRUCTURE		
***** THIS IS THE END OF RFQ STO12007 ***** TOTAL:						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE Richard Sylvester	TELEPHONE 304-964-2381	DATE 04/09/12	
TITLE Technology Service Executive	FEIN 61-1352158	ADDRESS CHANGES TO BE NOTED ABOVE	

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

Cover Letter

April 9, 2012

Pomeroy
1020 Petersburg Road
Hebron, KY 41048

Purchasing Division
2019 Washington Street, East
P.O. Box 50130
Charleston, WV 25305-0130

Dear Mr. Whittaker,

Pomeroy is pleased to submit this response to West Virginia State Treasurer's Office for the Network Infrastructure and Services RFP # ST012007.

To offer the Treasurer's Office a complete and comprehensive solution, we have partnered with HP. Pomeroy is a "PartnerONE Elite" with HP and we have sold more than \$150M in hardware and services with this partner in the past two years. Pomeroy has been classified as a major national partner in addition to our elite status which means we are one of HP's top 19 partners in the SPO organization. Our specializations include:

- Business Critical Systems (BCS) Elite
- Converged Infrastructure Elite
- Healthcare Elite
- Networking Elite
- Networking Security Elite
- Office Printing Solutions Elite
- Services Sales Elite
- Store Solutions Elite
- Virtualization Elite



HP PartnerONE

This proposal is valid for 90 days. Please feel free to contact me immediately if you have any questions or need any additional information.

Sincerely,

Richard Sylvester

Richard Sylvester
Technology Service Executive

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Section 1: General Information

Pomeroy has read, understands and agrees to the above requirements.

Section 2: Project Specifications

Pomeroy has read, understands and agrees to the above requirements.

Section 3: Vendor Proposal

Pomeroy has read, understands and agrees to the above requirements.

Attachment A: Vendor Response Sheet

Qualifications and Experience contained in Section 2.3:

Provide staff qualifications and experience in completing similar projects, as a part of this section the Vendor should provide: 28

2.3.1 An organization chart identifying the Vendor's overall business structure and locations, including an explanation of the various services offered by the company.

Pomeroy

Pomeroy employs over 3,700 in the United States, Canada, and Western Europe. Headquartered in the suburbs of Cincinnati, OH, Pomeroy's three-building, 20-acre campus is home to all corporate operations including sales, service operations and delivery, human resources, and financial functions. Three hundred ITIL and HDI-certified analysts within Pomeroy's 24,000 sq. ft. Global Service Center are available to service desk clients and their end-user customers 24/7/365. Pomeroy's 170,000 square foot distribution center is ISO 9001:2008 certified.

Pomeroy is a leader in designing, implementing, and supporting – in short, optimizing – technology-based solutions for our clients. Extensive industry knowledge, flexibility and a dedication to innovation give our professional, highly certified staff the ability to create custom solutions to solve our clients' information technology challenges. Pomeroy services are scalable; suited to projects of any size.

Pomeroy's capability as an end-to-end services and technology provider sets us apart as a unique, one-stop alternative to IT self-management. Clients served include Fortune 100 companies, as well as government and mid-market clients. We help our clients realize their business goals and objectives by using information technology to simplify complexities, increase productivity, reduce costs, and improve profitability.

Technical Proposal

Pomeroy is an infrastructure services provider and provides in-depth assessments to assure client readiness to meet business needs today, and provide the client with a roadmap to support future objectives. Connecting employees, business partners, and clients in a seamless way has become paramount to conducting business.

Clients must know that their infrastructure is robust, secure, and capable of supporting their communication demands. Pomeroy provides operational, tactical, and strategic reviews of the client's current IT environment and offers recommendations on how to streamline processes and reduce costs. We define the critical business and end-user requirements, gather metrics, and collaborate with the client's team to map out a solution based on the assessment.

Consulting Solutions

To solve client business challenges, Pomeroy certified consultants align with the client's IT team to integrate products, services, and infrastructures. Our IT Consulting Solutions team focuses on infrastructure integration in the areas of servers, storage, virtualization, asset management, Microsoft solutions, unified communications, complex networks, and data centers.

Pomeroy's consultants use standard project methodology and collaborate with the client to assess, plan, design, implement, and transfer to operations. Pomeroy consultants can advise client IT departments and staff on specific projects or collaborate with the company on a complete redesign of the current IT environment. Our broad industry experience and technical knowledge allows us to successfully implement the right solution with best practices and knowledge for each client.

Personnel: We bring many assets to the table including an experienced management team, more than 3,700 employees who hold more than 9,000 certifications and operations that are guided by Six Sigma, ITIL for service delivery and ISO 9001:2008 certification for our logistics center.

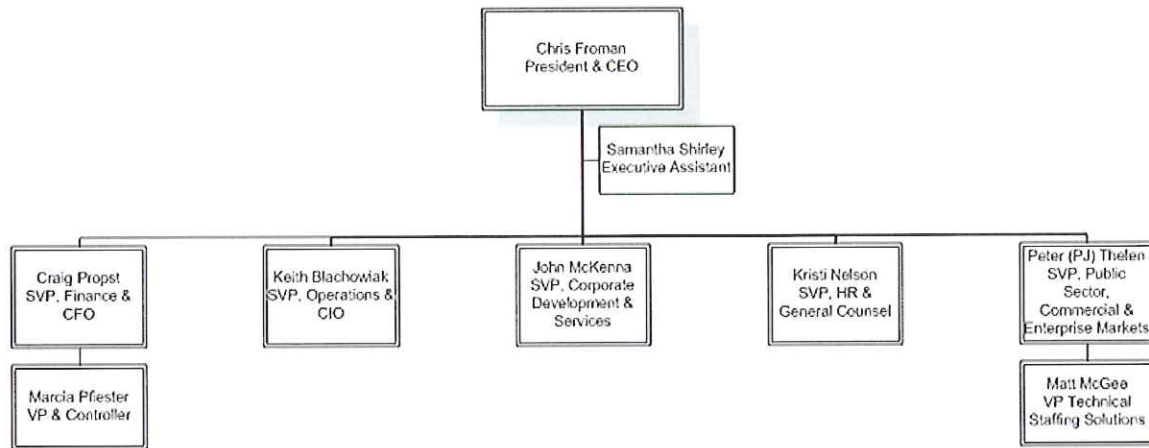
Strong Financial Characteristics: Pomeroy has a strong pipeline and contract backlog. Over 90% of our contracts are renewed and 70% of IT Services revenue is recurring. We have minimal capital expenditures and working capital requirements that result in positive free cash flow. In 2009, we had \$530MM in revenue and made a profit.

Geographic Presence: We offer a comprehensive on-premise footprint for clients requiring deskside support or other on-premise services with over 3,000 personnel. We offer coverage across the US and Canada as well as the European Union. Pomeroy also provides remote delivery of services from our Global Service Center with over 500 personnel. This center provides or coordinates service desk, NOC and data center services for multiple customers and handles over two million service calls annually.

Technical Proposal

Pomeroy Response to West Virginia State
Treasurer's Office
RFP# ST012007
RFP: Network Infrastructure Services

Leadership



Pomeroy has a large regional office in Charleston, WV that handles all government accounts with the State and with the Department of Education.

Hewlett Packard Partnership

We are a "PartnerONE Elite" and Pomeroy did more than \$150M in business with this partner in the past two years. Pomeroy has been classified as a major national partner in addition to our elite status which means we are one of HP's top 19 partners in the SPO organization. Our specializations include:

- Business Critical Systems (BCS) Elite
- Converged Infrastructure Elite
- Healthcare Elite
- Networking Elite
- Networking Security Elite
- Office Printing Solutions Elite
- Services Sales Elite
- Store Solutions Elite
- Virtualization Elite



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Hewlett-Packard

For more than 70 years, HP has helped people, businesses, and communities around the world apply technology in meaningful ways by harnessing new thinking and ideas to deliver reliable products and services. HP bases solutions on intuitive technology that hides complexity inside, where it belongs, so customers' lives are enriched and their IT experiences are simpler, smarter, and more manageable. This allows them to spend less time worrying about technology and more time focusing on what really matters.

Some people think of HP as a printer company. Others, as a PC or data center company. HP is all that, and more:

- HP ships more than 1 million printers per week
- HP ships 48 million PC units annually
- One out of every three servers shipped worldwide is from HP
- HP supports the top 200 banks and more than 130 of the world's major stock exchanges
- HP Software makes calls possible for more than 300 million mobile phone customers around the globe.
- HP helps 50 million customers store and share over 4 billion photos online.
- HP card processing services process over 3.5 billion transactions annually
- We book 500 million travel reservation transactions every year
- HP Software examines and stops 1.7 billion spam messages monthly
- 65% of the world's power transmission is managed by HP and its partners
- 90 of the world's top 100 retailers are HP clients
- HP serves more than one billion customers in more than 170 countries on six continents
- HP is #11 on the 2011 Fortune 500 ranking and #28 on the Global Fortune 500

HP is composed of three primary businesses, each of which is charged with driving the development and sale of related products and services to targeted markets.

- The Personal Systems Group brings to market leading HP business and consumer PCs, mobile computing devices and workstations.
- The Imaging and Printing Group applies its expertise to inkjet, LaserJet and commercial printing, printing supplies, digital photography and entertainment.
- The HP Enterprise Business draws from a world-class portfolio of business products including servers, storage, networking, outsourcing services and software.

These businesses share core functions, such as R&D, are structured flexibly to leverage joint opportunities effectively, and are linked by common processes and communications that enable the delivery of seamless service and a consistent message to customers.

Other notable business areas include:

- HP Financial Services helps customers move toward the lowest total cost of ownership throughout the technology life cycle—from planning and acquiring it all the way to retiring and replacing it.

Technical Proposal

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Treasurer's Office
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- HP Labs—Our exploratory and advanced research group with 23 labs across seven worldwide locations pushes the frontiers of fundamental science. Areas of concentration include information explosion, the cloud, content transformation, intelligent infrastructure, and sustainability.

The relationship between the businesses and HP corporate functions is presented in the following organization chart. The HP Executive Team are experienced professionals—a blend of long time HPers who know and understand the company culture and others who bring a fresh, new perspective to set and deliver upon our strategy



For biographical profiles of members of the HP executive management team, refer to <http://www.hp.com/hpinfo/execteam/>.

HP is a company unlike any other. We serve everyone: consumers, enterprises, small and medium businesses, and public-sector customers. HP has a significant presence in all of the markets we serve.

Consumers

Consumers around the world want to easily access information, entertainment, and digital services and share them with others. HP applies technology to make these experiences simpler and more rewarding as well.

That means making it easier for people to print, store, and share their digital photographs. With HP technology, consumers can express themselves with long-lasting, high-quality photos, posters, and imaginative memory books created either in their home using a wide range of Photosmart printers, online through Snapfish by HP, or at their local retail store.

Enterprises

At HP, we continually explore how technology and services can create new and better ways for people to live, work, and play. Every day, we partner with our largest customers to transform their current IT environments into business assets.

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RFP# ST012007
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HP recognizes that CIOs are now business managers who specialize in technology. We work hard to help create more manageable IT environments that cost less to operate and deliver more value to the business. That can mean consolidating their IT infrastructures, speeding access to information, enabling faster communication between branch offices and headquarters, or helping them deal with obsolete IT equipment. HP solutions leverage our broad portfolio—from servers and storage to software and services, imaging and printing, and personal-computing technology—to help companies drive growth, lower business risk, and cut costs.

Small and Medium Businesses

HP is changing the way smaller companies do business, too. We help businesses connect with their customers and increase revenue with proven solutions for mobility, security, business protection, and point-of-sale. Our broad range of printing and imaging solutions, HP helps these companies stand out and decrease their overall printing costs by printing their low-volume marketing collateral in-house. With our online and in-store offerings from Logoworks by HP, small businesses have access to a network of professional designers and retail partners to help build their brand identity.

Also, with HP solutions, small and medium businesses get more than great technology—they get HP Total Care. Our broad portfolio of services and support helps them use, protect, and recycle their products. That, combined with easy access to local partners' delivery and expertise, allows them to focus on what's really important—the health of their business.

Public Sector, Health, and Education

HP has more than 60 years of experience serving the technology needs of the public sector. The full breadth of our portfolio and alliances helps governments, educators, health-care providers, and others working in the public interest lower their costs, increase efficiencies, and serve their clients and constituents better. The key to addressing the public sector is to understand that it is increasingly taking its cue from the private sector and demanding positive business outcomes. Government and education IT managers, like their commercial-sector counterparts, want to know how they can manage costs, mitigate risk, and increase speed and flexibility.

One of the reasons for the shift in orientation is that IT risks are no longer confined to the IT department. Today, technology risks have major implications for the broader goals supported by the technology. HP is leading the shift to business technology aimed at adapting to the new public-sector orientation, focusing on information and technology optimization, and converged infrastructure.

2.3.2 A minimum of three (3) references is requested. At least one (1) of these references should be from the public sector. All references should be from accounts of a similar scope and complexity as the project outlined in this RFP and include telephone number and email address.

Hewlett-Packard counts nearly all of the global Fortune 100 companies as customers, as well as thousands of large enterprises, small and medium businesses, government organizations and educational institutions around the world.

West Virginia can learn about some of the many innovative solutions HP has delivered to customers by accessing the HP Case Studies Website at: <http://www.hp.com/go/success>. This site offers hundreds of customer case studies and success stories, searchable by industry, solution segment, product type, and a variety of other criteria.

HP acknowledges West Virginia's request for references from our clients and understands the value of this type of information. However, due to the confidential nature of the information requested we consider it proprietary. In order to adhere to nondisclosure agreements, confidentiality requirements, or both with existing and previous customers, we are unable to provide a specific list of current or previous customers.

2.3.3 Vendor should provide resumes of proposed project team members which provide adequate combined experience in completing similar projects; include copies of any staff certifications or degrees applicable to this project.

The team of HP and Pomeroy is aware of West Virginia's requirements regarding personnel assigned to this project. HP has a base of 210,000 technical professionals and is experienced in selecting individuals from our ranks for such assignments or using the appropriate resources to locate and hire the best available people. Pomeroy has over 2,000 technical professionals around the nation.

As a matter of policy, employee résumé and biographical information is confidential. At the time the individuals are named, normally during contract negotiation, HP will provide unrestricted information relative to their training and qualifications.

2.3.4 Vendor response should provide a minimum of two (2) successful projects related to the project outlined in this RFP. The referenced projects should have a successfully completed delivery and implementation. Projects that are in process, but not completed, may be used as options. The Vendor should have had primary responsibility (not acting as a sub-contractor) for the various phases of the projects including: analysis, project/process design, pilot/test phases, and implementation. Vendor should clearly include the description of past projects completed entailing the location of the project, project manager name and contact information, type of project, and what the project goals and objectives were and how they were met.

The team of HP and Pomeroy acknowledges West Virginia's request for previous projects and understands the value of this type of information. However, due to the confidential nature of the information requested we consider it proprietary. In order to adhere to nondisclosure agreements, confidentiality requirements, or both with existing and previous customers, we are unable to provide a specific list of previous projects.

2.3.5 Vendor should identify any and all subcontractors that will be involved in the delivery and ongoing support of this procurement. The primary vendor will be responsible for any and all work performed by the subcontractors.

The team of HP and Pomeroy has the necessary personnel and technical resources to successfully complete nearly all IT service and support programs for enterprises of all sizes and in all geographies. In the event that it becomes necessary or advantageous to

Technical Proposal

subcontract small or highly specialized tasks under a specific contractual obligation, HP will make the necessary arrangements and remain responsible for the management and performance of such subcontractors while under HP's direction.

Over the years, we have developed relationships with contract personnel agencies and specialty subcontractor companies worldwide. HP prequalifies these organizations in terms of the experience and knowledge of personnel, service capabilities and certifications, and track record for meeting service-level commitments.

Project Goals and Objectives contained in Section 2.4:

The project should be a turnkey offering of all equipment, related software, applicable installation and training if/as needed. The WVSTO is aware that a single vendor may not be capable of meeting all goals and objectives. Vendors may elect to subcontract certain services. In such an event, the vendor will be solely responsible for all work performed under this contract, and will assume prime contractor responsibility for all services offered and products to be delivered under the terms of the contract. The State will 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 the contract; however, the Vendor is responsible for payment of all subcontractors. Information/response must be included above, Section 2.3.5.

The WVSTO is aware that there may be multiple solutions that may be proposed as described in section 2.4.2, such as use of Rack Mount Servers or Blade Servers. The WVSTO desires the best solution to meet its current and future needs. If a Vendor plans to submit more than one solution, they may do so but it must be marked accordingly and prepared separately as each solution will need to be evaluated on its own capability and costs.

Some items will ask for a simple "yes or no" response while others will require a more detailed response in describing how you propose to meet the goal or requirement

2.4.1 The following sets of questions are explanation based, concerning the Unified Storage Array that may be proposed.

a. Does the array have 8Gbps Fibre Channel connections to the SAN switches?

Vendor response: No – It has 8 - 4Gbps connections. The Array allows up to 24 Host ports. For an aggregate bandwidth of 96 Gbs which is much greater than the total bandwidth for 4 - 8Gbps host ports which =32 Gbs.

b. Does the array have the capability to support 10Gbps FCoE for storage presentation?

Vendor response: Yes – Via the NAS Gateway

c. Does the array have the capability to support 10Gbps iSCSI for storage presentation?

Vendor response: Yes

d. Does the array support automatic, dynamic read/write memory (cache) allocation?

Vendor response: Yes

Technical Proposal

e. Does the array support both 2.5" and 3.5" disk drives?

Vendor response: No – Future support for 2.5" in SAME drive Chassis

f. Does the array support RAID 1/0 (striped and mirrored)?

Vendor response: Yes

g. Does the array support RAID 5 (single parity)?

Vendor response: Yes

h. Does the array support RAID 6 or RAID-DP (double parity)?

Vendor response: Yes

i. Can the storage administrator choose which tier of disk in a storage pool is used when creating a new LUN?

Vendor response: Yes

j. Can individual LUNs be expanded "on the fly" without down time on the system using the LUN?

Vendor response: Yes

k. Can individual LUNs be converted from thick to thin provisioned and vice versa?

Vendor response: Yes

l. Does the array support space reclamation on existing thin provisioned LUNs?

Vendor response: Yes

m. Can individual LUNs be manually migrated between disk types in a storage pool without down time on the system using the LUN?

Vendor response: Yes

n. Does the array support the exclusion of particular LUNs from automatic tiering?

Vendor response: Yes

o. Are full copies (clones) of LUNs available for use immediately after initiating clone operation?

Vendor response: Yes

p. Are full copies (clones) mountable by a different host?

Vendor response: Yes

q. Does the replication technology in the array support both local and remote protection?

Vendor response: Yes

r. Does the storage array utilize 10Gbps Ethernet for the NAS (CIFS/NFS) functionality?

Vendor response: Yes

s. Does the storage array support NDMP for backup of raw file systems?

Vendor response: No – Can be Storage for NDMP server or NDMP Client but not native.

t. Does the NDMP support allow for file and folder level restoration without the need to restore the entire NAS file system containing those items?

Vendor response: No - Can be Storage for NDMP server or NDMP Client but not native.

u. Does the CIFS file server support Windows 2008 R2 native-mode Active Directory domains?

Vendor response: Yes

v. Does the CIFS file server support Volume Shadow Copy to allow end-user or support staff recovery of files and folders using the "Previous Versions" features built into the Windows client operating systems when utilizing snapshot technology on the CIFS file shares?

Vendor response: Yes

w. Does the CIFS file server support ABE (access-based enumeration)?

Vendor response: Yes

x. Does the array support de-duplication of data presented via file protocols (CIFS/NFS)?

Vendor response: Yes

y Does the array support compression of data presented via file protocols (CIFS/NFS)

Vendor response: Yes

z. Does the array provide the ability to administer the system via a command line interface (CLI installed on a remote system or direct SSH/telnet interface)?

Vendor response: Yes

aa. Does the array provide the ability to script administrative actions for bulk operations?

Vendor response: Yes

2.4.1 .1 Does the array support the use of solid state drives (SSD) or enterprise flash drives (EFD) as an extension of read/write cache to enhance performance and alleviate hot spots from sudden, unexpected spikes in workload? If yes, response should provide details on how this works within the array and any limitations of this technology.

Vendor Response: No

The Array does not use SSD's as an extension of Cache. The array has adaptive cache for immediate response to changing conditions but can also migrate blocks of data that become most frequently accessed without migrating an entire LUN to SSD drives. Thus reducing the dependency or need for many SSD drives for this purpose. This is done to optimize the use of all Tiers of storage.

2.4.1.2 How many total active paths does a host have to an individual LUN?

Vendor Response: With the requested configuration, from the controllers the minimum is 4. The most in this configuration is 8 with two controller nodes. This is a limitation set forth in this proposal. Due to the capability of the array, it can provide more paths (not including the SAN or HBA's in host). 2 more controllers can added to the current configuration along with additional switches and HBA's to hosts.

2.4.1.3 What is the total bandwidth available for a host to an individual LUN?

Vendor Response: The array (fully configured) can sustain 2,600 MB/s Read and backend 76,800 IOPS. All of this bandwidth or a portion of the bandwidth can be given to a single host and LUN via Virtual Domains. The array has a unique Mesh-Active controller technology designed for virtual environments. This architecture combines the benefits of monolithic and modular architectures. 3PAR's Mesh-Active design allows each LUN to be active on every mesh controller in the array. This delivers robust, load-balanced performance and greater headroom.

2.4.1.4 What is the total number of drives and drive enclosures supported by the array (expand ability)?

Vendor Response: F series max. = 4 controllers, 24 drive chassis and 384 drives*
V series max. = 8 controllers, 48 drive chassis and 1920 drives
*configuration includes F series array

2.4.1.5 When implementing the data-at-rest encryption does the array provide internal key management system, utilize (or require) an external key management system or rely on drive-based encryption without the need for a key management system?

Vendor Response: Future Support utilizing Drive level encryption.

2.4.1.6 How many tiers of storage (drive types) may be placed in a single storage pool?

Vendor Response: There are 18 different Tiers of storage that can be used and these are Admin selectable/configurable based on storage type, RAID and availability. A Tier is not determined by disk type but by service level required. All options are available to the Admin but depend on the configuration chosen. 3PAR storage does not limit membership of drives to a single storage pool or group. 3PAR does not use storage pools in the sense that other arrays do.

2.4.1.7 Does the array support automatic data tiering within a configured storage pool to allow migration of data to higher or lower speed disks based on an activity algorithm? If yes, response should explain how the automatic data tiering works in the proposed unified storage array.

Vendor Response: Yes - 3PAR arrays do not limit the movement of DATA to the LUN or physical disk or RAID set. A 3PAR array will move blocks based on access requirements.

- An Adaptive Optimization Virtual Volume draws space from 2 or 3 different tiers or CPGs simultaneously based performance requirement of those blocks of data. Optimizing the Tier usage for only occupied space.
- Each tier can be built on different CPGs, disk types, RAID level and number of disks. These are choices made by the Administrators. CPGs are like disk groupings but at the block level. CPG's can overlap due to the controller to block level access instead of controller to disk level access.
- This provides for multiple active/active controllers (2, 4 or 8) accessing the same virtual volume to service requests much quicker.

Technical Proposal

2.4.1.8 Does the array support policies on automatic tiering to allow SAN administrators to designate particular LUNs that should only be migrated to higher (or lower) speed disks? If yes, response should explain how this functionality is implemented in the proposed array.

Vendor Response: Yes – Policy based by virtual volume (space or blocks of data belonging to that virtual volume). Not limited by physical LUN or disk that a volume uses. A Virtual volume can span parts of a many drives to gain the performance required from that virtual volume.

Tiering can be manual or Automatic based upon simple Admin policies accessed via the Console (GUI) or CLI scripting.

2.4.1.9 Does the array allow scheduled policy changes for the automatic tiering of individual LUNs based on regularly occurring events? (An example would be the ability to schedule a particular LUN to only be migrated to higher speed disks during a time period that is known to be very busy)

Vendor Response: Yes - The 3PAR Array optimizes based on hot blocks not LUNs. The array does not require the movement of the entire LUN. This is policy based and can be manual (GUI based) or scripted policies.

2.4.1.10 Does the array allow dynamic expansion of storage pools through the addition or more drives and/or RAID arrays into the storage pool? If yes, response should provide details on how this feature is implemented and any limitations imposed on this process.

Vendor Response: Yes - 3PAR Dynamic Optimization is a software feature that allows the underlying characteristics of a Virtual Volume to be changed transparently and without disruption of service. Drive type, RAID level and configuration, and high availability options can all be changed simply, easily, and non-disruptively. Only uses cycles for a background process. Very large upgrades may require longer periods before full optimization occurs. However, there is no disruption of service during optimization.

2.4.1.11 Does the array support de-duplication of data contained on LUNs presented via block level protocol (FC/FCoE/iSCSI)? If yes, response should explain this functionality on the proposed array.

Vendor Response: Yes - Nothing in the array prevents you from de-duplicating the data. However, the array does not de-dupe the data. As an example, the array supports Microsoft SiS.

2.4.1.12 How many snapshots of a single LUN can be made? Response should include any details on performance degradation when utilizing multiple snapshots on a LUN.

Vendor Response: 500 - No noticeable degradation in performance under normal conditions because all subsequent snaps reference a single "Copy on Write" for each portion of changed data. Number of simultaneous accesses to base volume and snapshot may have an impact on response time. As with all "snapshot" technologies unchanged data is still residing on original Base Volume. This can be alleviated by making a full copy of the Base Volume. Snapshot Retrieval time for recovery is dependent upon depth of Snapshot because the 3PAR array is capable of taking Snapshots of Snapshots.

2.4.1.13 Please outline the typical storage requirement for snapshots, both individual and multiple incremental snapshots of the same LUN? Also, response should provide a brief explanation of how snapshot technology is implemented on the array.

Vendor Response: Change Rate dependent. 3PAR Snapshots are reservation-less. Thus no pre-allocation must occur. Space is only consumed with changes. Snapshots will consume space according to the Data Change rate. A calculation can be done with Data Change Rate to optimize Snapshot requirements. With 3PAR each snapshot tracks changes made to the **Base Virtual Volume** from its own creation date. When a change occurs, a single "Copy on Write" is performed and referenced for all subsequent snapshots. The Snapshots are also thin aware and thin persistent capable. Multiple Snapshots can be deleted without affecting other snapshots of the same base volume.

2.4.1.14 Does the replication technology in the array have the ability to take multiple snapshots of the LUNs to enable recovery or testing with copies of those LUNs at a user configurable interval? If yes, response should provide details on how this technology is implemented in the array.

Vendor Response: Yes – Up to 500 snapshots of a single Base Volume. They can be manual (GUI) or Scripted via CLI. Multiple RO and RW snapshots can be taken of a Single Base Volume. The 3PAR array does not do a "Copy on Write" for every Snapshot for every change. This can utilize much of the resources. 3PAR arrays utilize a single "Copy on Write" for all snapshots for the same Base Volume. Thus greatly reducing the overall space required to maintain multiple snapshots.

2.4.1.15 What are the typical bandwidth requirements of the replication technology after initial seeding of the data to the remote site has been completed?

Vendor Response: Will utilize what is available. 3PAR arrays can handle replication many different ways. This is dependent upon data change rates and the replication model chosen. Please see chart in answer 2.4.1.18. Initial seeding can be done remotely via TAPE. No need to ship both arrays to the same location then re-ship the remote array for synchronization purposes.

2.4.1.16 Is the data being replicated compressed or de-duplicated to reduce bandwidth requirements?

Vendor Response: No – Only delta changes are sent via a snapshot. This maximizes the available bandwidth. 3PAR is compatible with many third party products for WAN optimization.

2.4.1.17 Is the data being replicated encrypted between the source and destination arrays?

Vendor Response: No - You can encrypt via third party FC or IP point to point. However, the 3PAR replication process is simple and can be customer configured. It supports Native FC and Native IP replication.

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2.4 .1.18 Does the replication technology support RPO goals of 15 minutes or less using asynchronous replication to a remote site? Response should detail any bandwidth or latency requirements to meet this goal.

Vendor Response: Yes – Notice some choices can be virtually limitless in distance.

Replication type	Distance	Latency
Sync/IP	130 miles	1.3ms
Sync/FC	130 miles	1.3ms
Periodic/IP		150ms round trip
Periodic/FC	130 miles	1.3ms
Periodic/FC (FCIP)		60ms

2.4 .1.19 Does the array have the capability to serve as a CASIWORM device to replace optical storage systems? If so, what level of compliance does the CAS functionality provide?

Vendor Response: Yes – Via the Virtual Lock license (not included).

2.4.2 The following sets of questions are explanation based, concerning the Server Hardware that may be proposed.

a. Do the proposed servers support 16GB DIMMs?

Vendor response: Yes

b. Do the servers support 32GB DIMMs?

Vendor response: Yes

c. Do the proposed servers contain more than the required minimum of 192GB RAM per server?

Vendor response: No. Proposed servers are configured with 192GB RAM but they are capable of holding 384 GB total.

2.4 .2.1 What is the total available processing power of the servers in the proposed solution? Please provide a breakdown on core count, core speed and total processing power (GHz) for the proposed servers.

Vendor Response:

Total Processing Power	The proposed servers are dual socket, each socket contains an Intel X5670 processor with 6 cores, each core is clocked at 2.93 GHz with hyper-threading support. This results in 24 processing threads and a total processing power of 35.16 GHz per server.
Core Count	12
Core Speed	2.93Ghz

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2.4.2.2 How many DIMMs can the servers in the proposed solution hold (without add-ons)?

Vendor Response: Without add-ons, each server in the proposed solution can hold 12 DIMMS. (Total for just one server) 384

2.4.2.3 Are add-ons (drawers, trays, add-on blades, etc.) available to increase the number of DIMMs that can be installed in a server? If so, what is the maximum number of DIMMs that can be installed in the servers with any available add-ons?

Vendor Response: No

2.4.2.4 What is the maximum RAM supported by the servers without add-ons (drawers, trays, etc.)? With add-ons?

Vendor Response:

Max RAM supported by servers without add-ons is 384.

Max RAM supported by servers with add-ons is N/A.

2.4.2.5 What size and speed DIMMs are being used in the proposed server configuration? Response should provide a detailed description of the RAM layout utilized on the servers.

Vendor Response: The size and speed DIMMs are 16GB (1x16GB) Dual Rank x4 PC3L-10600 (DDR3-1333) Registered.

2.4.2.6 If proposing Rack Mount Servers:

2.4.2.6.1 How many available PC I-Express slots do the servers in the configuration have?

Vendor Response: Not applicable.

2.4.2.6.2 What is the speed of the PC I-Express slots in the servers? Response should provide a detailed listing of the available PCI-e expansion slots and their speeds and note which are already populated.

Vendor Response: Not applicable.

2.4.2.7 If proposing Blade Servers:

2.4.2.7.1 How many total slots are in the proposed chassis?

Vendor Response: There are 16 total slots are in the proposed chassis.

2.4.2.7.2 Are the blade chassis in this proposal equipped with all required power supplies, fans and I/O modules/switches to support fully populating the blade chassis without additional cost beyond the purchase of the blade servers?

Vendor Response: Yes

2.4.2.7.3 How many slots are used by the servers included in this proposal?

Vendor Response: 7 slots are used by the servers included in this proposal

2.4.3 The following sets of questions are explanation based, concerning the Network Switches that may be proposed.

a. Due to the core competency of the WVSTO staff as well as other WV state agencies we would prefer to continue utilizing Cisco networking equipment within our data center for Ethernet connectivity. Does the proposed solution include Cisco network equipment?

Vendor response: No.

b. Does the proposed solution include licenses for VMware distributed virtual switch modules to allow both the physical and virtual network infrastructure to be managed through a common interface (whether command line, browser-based GUI, etc.)?

Vendor response: No

2.4 .3.1 Does the network equipment for server connectivity in the proposed solution have expansion capabilities (port modules, etc.), and, are those expansion slots available for future use or populated as part of the proposed solution? If yes, response should detail the expansion capabilities of the proposed network switches.

Vendor Response: They are fully populated with 10GB Transceivers.

2.4 .3.2 Does the proposed network equipment include, or have the capability to support, other network protocols, specifically FCoE (fibre channel over Ethernet) and iSCSI? If yes, response should outline any additional modules or license costs to enable the support of these protocols on the proposed network switches.

Vendor Response: FCoE No / iSCSI yes.

2.4.4 The following sets of questions are explanation based concerning the General Solution being proposed,

a, Does the proposed solution include a centralized, unified monitoring system that gives overall status information about the hardware included in the solution (switches, storage and servers)?

Vendor Response: No.

b, Does the proposed solution include a single point of contact for all support issues (hardware and software) when utilized to run a vSphere environment?

Vendor Response: Yes except for the VMware software since you already have it.

c, Does the proposed solution include direct OEM support from the vendors of each component utilized in the solution to allow escalation of support issues to the OEM technicians by either the WVSTO or our single point of support for the proposed solution?

Vendor Response: Yes

d. Does the proposed solution include regular (quarterly or bi-annually), pre-tested and validated firmware updates direct from a single source to allow the WVSTO to keep all hardware in the solution up-to-date without having to go through internal research, testing and validation of firmware as it is released by the OEMs?

Vendor Response: No.

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e. The proposed solution should take into consideration existing WVSTO licensing and should only include software licensing that is necessary to support the proposed solution that is not already owned by the WVSTO (see appendix for list of current VMware licensing). Have you taken existing WVSTO licensing into account and only included additional licenses, not already owned by the WVSTO in your proposed solution?

Vendor Response: Yes

2.4.4.1 Does the proposed solution ship as a single unit (all hardware racked, all internal power, network, SAN and other cables connected) ready to connect to power and core networking equipment and begin deployment and configuration of storage, networking and the vSphere environment?

Vendor Response: No, however according to addendum with Q&A, once we install on site, this meets the WVSTO's requirement.

2.4.4.2 The WVSTO would like to keep the network traffic for the hosts, the network traffic for hardware management and the storage network traffic separated. This serves a few purposes, the first being segregation of traffic with dedicated resources for each type of traffic, to try and insure peak performance of the solution; the second being the ability to keep the management traffic on high performance (gigabit), but lower-cost switches that don't need the capabilities of the switches used to connect the VMware hosts to the network.

Vendor Response: The proposed solution will keep the network traffic, hardware management traffic and storage network traffic separate.

2.4.4.2.1 Does the proposed solution include separate switch infrastructure for the hosts, the hardware management interfaces and storage (fibre channel) networks? If yes, response should provide some details on the internal network layout of the proposed solution and how it meets this goal.

Vendor Response: Yes. HP Blade Servers have their own dedicated switches for host access and dedicated modules for management. Storage network has dedicated switches that are separate from the Server switches.

2.4.4.3 Does the proposed solution include a centralized, unified management system that allows baseline configuration tasks to be performed? If it does, can the following tasks be performed through this management system? If so, response should outline the following capabilities to perform that function:

Vendor Response: Yes

2.4.4.3.1 Define VLANs available (trunked) into the network switches from the core network

Vendor Response: No

2.4.4.3.2 Define storage available to the various vSphere clusters

Vendor Response: No-Monitor only

2.4.4.3.3 Deployment of operating system (vSphere, Windows, etc.) to the physical servers included in the solution from user-provided ISO images

Vendor Response: Yes

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2.4.4.3.4 Creation of vCenter instances to manage vSphere hosts

Vendor Response: Yes

2.4.4.3.5 Does the management system provide any additional capabilities not outlined above? If it does, response should detail any notable capabilities.

Vendor Response: No

Attachment B: Complete Attachment B: Mandatory Specification Checklist. By signing and dating this attachment, the Vendor acknowledges that they meet or exceed each of these specifications as outlined in 2.5 of Section Two: Project Specifications. The State reserves the right to require documentation detailing how each is met at its discretion

Attachment B: Mandatory Specification Checklist

The mandatory requirements in Section 2.5 will be deliverables upon award of this RFP. An affirmation to each requirement is required; if you cannot mark "yes or no" to each requirement, you will be considered non-responsive and disqualified.

2.5 Mandatory Requirements

The following mandatory requirements must be met by the Vendor as a part of the submitted proposal. Failure on the part of the Vendor to meet any of the mandatory specifications shall result in the disqualification of the proposal. The terms "must", "will", "shall", "minimum", "maximum", or "is fare required" identify a mandatory item or factor. Decisions regarding compliance with any mandatory requirements shall be at the sole discretion of the State.

2.5.1 Unified Storage Platform

2.5.1.1 The unified storage systems must allow presentation of storage through block and file level protocols and meet the following requirements for usable capacity.

Affirm Yes

2.5.1.1.1 The storage array for the production center must provide a minimum usable capacity of at least 17TB for virtualized servers in a dedicated physical or virtual storage pool

Affirm Yes

2.5.1.1.2 The storage array for the production data center must provide a minimum useable capacity of 5 TB for NAS file shares in a dedicated physical or virtual storage pool.

Affirm Yes

2.5.1.1.3 The storage array for the production data center must provide a minimum useable capacity of 3 TB for virtual desktops in a dedicated physical or virtual storage pool.

Affirm Yes

2.5.1.1.4 The storage array for the disaster recovery data center must provide a minimum useable capacity of 17 TB for replicated virtual servers.

Affirm Yes

2.5.1.1.5 The storage array for the disaster recovery data center must provide a minimum useable capacity of 5 TB for replicated NAS file shares.

Affirm Yes

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2.5.1.1.6 The storage array for the disaster recovery data center must provide a minimum useable capacity of 3 TB for replicated virtual desktops.

Affirm Yes

2.5.1.1.7 The storage array for the disaster recovery data center must provide a minimum additional useable capacity of 10 TB.

Affirm Yes

2.5.1.2 The proposed storage array must be a unified storage array that allows presentation of storage via block (Fibre Channel) and file (CIFS, NFS) protocols.

Affirm Yes

2.5.1.3 The proposed storage array must have a minimum of 4Gbps fibre channel connectivity to the SAN switch infrastructure.

Affirm Yes

2.5.1.4 The proposed storage array must have two storage controllers for the block level protocol in an active/active configuration with at least two fibre channel connections to the SAN switch infrastructure providing a total of 4 paths to the storage array.

Affirm Yes

2.5.1.5 The proposed storage array must have two filers for the file level protocols in an active/passive or active/active configuration with at least two (2) 1 Gbps or two (2) 10Gbps Ethernet connections per filer to the network infrastructure.

Affirm Yes

2.5.1.6 The proposed storage array for the production data center must provide a minimum of 20,000 IOPs dedicated to the virtualized server environment.

Affirm Yes

2.5.1.7 The proposed storage array for the production data center must provide a minimum of 8,000 IOPs dedicated to the virtual desktop environment.

Affirm Yes

2.5.1.8 The proposed storage array for the production data center must provide dedicated capacity to support NAS file shares for up 120 users and 3 TB of data.

Affirm Yes

2.5.1.9 The proposed storage array for the disaster recovery site must provide a minimum of 60% of the total IOPs of the production storage array.

Affirm Yes

2.5.1.10 The proposed storage array must support Solid State Drives (SSD) or Enterprise Flash Drives (EFD) (Tier 0).

Affirm Yes

Technical Proposal

2.5.1.11 The proposed storage array must support high speed (10K and 15K RPM) Fibre Channel (FC) or Serial Attached SCSI (SAS) drivers (Tier 1 and Tier 2).

Affirm Yes

2.5.1.12 The proposed storage array must support 7.2K RPM near-line SAS or ATA drives (Tier 3).

Affirm Yes

2.5.1.13 The proposed storage array must support virtual (thin) provisioning for volumes presented via block level (FC) protocol.

Affirm Yes

2.5.1.14 The unified storage systems must support the ability to do snapshots and clones of volumes presented via block level protocols. It must also support the ability to do snapshots of the file systems presented via file level protocols.

Affirm Yes

2.5.1.15 The proposed storage array must include the ability to make clones of volumes presented via block-level (FC) protocol.

Affirm Yes

2.5.1.16 The proposed storage array must include the ability to take snapshots of volumes presented via block-level (FC) protocol.

Affirm Yes

2.5.1.17 The proposed storage array must include the ability to take snapshots of file systems presented via file-level protocols (CIFS, NFS).

Affirm Yes

2.5.1.18 The proposed storage array must include IP-based, asynchronous replication for the storage presented via block level (FC) protocol.

Affirm Yes

2.5.1.19 The proposed storage array must include IP-based, asynchronous replication for the file systems presented via file level (CIFS, NFS) protocols.

Affirm Yes

2.5.1.20 The proposed storage array must have the capability to support data-at-rest encryption.

Affirm Yes

2.5.1.21 The proposed storage array must have a single, unified management tool that allows the configuration and monitoring of all features and functionality of the array.

Affirm Yes

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2.5.1.22 The proposed storage array must support all of the primitives defined in the VMware vSphere API for Array Integration (VAI) specifications for vSphere 5.0 for storage presented via block level (Fe) protocol.

Affirm Yes

2.5.1.23 The proposed storage array must include full, active-active, load balanced multi-path support for connected VMware vSphere 5.0 hosts (not the default most recently used or round robin provided by VMware).

Affirm Yes

2.5.1.24 The proposed storage array must include plug-ins for VMware vCenter to enable the creation and management of LUNs (from assigned storage pools) for the vSphere environment to ensure proper alignment and optimization of the LUNs.

Affirm Yes

2.5.1.25 The proposed array must include replication technology that integrates with VMware Site Recovery Manager (SRM) 5.0 to allow SRM to leverage the native replication technologies of the array to copy data to the disaster recovery site.

Affirm Yes

2.5.1.26 The proposed array must have the capability to enable call-home functionality for sending hardware alerts to the OEM when failures are detected on the array to enable rapid, pro-active response from technical support to replace or repair defective hardware.

Affirm Yes

2.5.1.27 The unified storage systems must have an expected product life of at least 5 years.

Affirm Yes

2.5.1.28 The unified storage systems must include 5 years of support with a guaranteed response time of 4 hours and 24x7x365 availability coverage.

Affirm Yes

2.5.2 Fibre Channel Switches

2.5.2.1 The proposed solution shall include two independent fibre channel switches at each site.

Affirm Yes

2.5.2.2 The fibre channel switches must have autosensing 8 Gbps ports (support 8/4/2 Gbps).

Affirm Yes

2.5.2.3 The proposed fibre channel switches must have management capabilities via a command line interface (telnet/SSH).

Affirm Yes

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2.5.2.4 The proposed fibre channel switches must have a browser-based management interface.

Affirm Yes

2.5.2.5 The proposed fibre channel switches must include some internal diagnostics.

Affirm Yes

2.5.2.6 The proposed fibre channel switches must include native alerting and reporting (without the need for a monitoring server).

Affirm Yes

2.5.2.7 The proposed fibre channel switches must include a native way to display performance metrics.

Affirm Yes

2.5.2.8 The proposed fibre channel switch configuration must support non-disruptive firmware upgrades.

Affirm Yes

2.5.2.9 The proposed fibre channel switches must have the capability to be either an NPV edge device or an NPIV core device.

Affirm Yes

2.5.2.10 The proposed fibre channel switches must have the capability to support multiple fabric environments in a single physical switch.

Affirm Yes

2.5.2.11 The proposed fibre channel switches must support aggregated ISL (inter-switch link) connectivity; i.e., several physical LSLs behaving as one virtual LSL.

Affirm Yes

2.5.2.12 The proposed fibre channel switches must support traffic engineering using FSPF.

Affirm Yes

2.5.2.13 The fibre channel switches must have at least 12 ports active each.

Affirm Yes

2.5.2.14 The fibre channel switches must have at least 24 ports total each.

Affirm Yes

2.5.2.15 The fibre channel switches must have redundant power supplies and fans.

Affirm Yes

2.5.2.16 The fibre channel switches must have an expected product life of at least 5 years.

Affirm Yes

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2.5.2.17 The fibre channel switches must include 5 years of support with a guaranteed response time of 4 hours and 24x7x365 coverage.

Affirm Yes

2.5.3 Network Switches

2.5.3.1 The network switch (es) must support both 10Gbps and 1Gbps connectivity.

Affirm Yes

2.5.3.2 The network switch (es) must have a minimum of 16 ports available for connection of additional network devices not included in the proposed solution.

Affirm Yes

2.5.3.3 The network switch (es) must have redundant power supplies and fans.

Affirm Yes

2.5.3.4 The network switch (es) used for server connectivity must include layer 3 support (if a dedicated management network is present it does not need to support layer 3).

Affirm Yes

2.5.3.5 The network switch (es) must support Link Aggregation Control Protocol (LACP): IEEE 802.3ad.

Affirm Yes

2.5.3.6 The network switch (es) must support VLAN trunking.

Affirm Yes

2.5.3.7 The network switch (es) must support IEEE 802.1Q VLAN encapsulation.

Affirm Yes

2.5.3.8 The network switch (es) must support Jumbo Frames on all ports (up to 9216 bytes).

Affirm Yes

2.5.3.9 The network switch (es) must support CLI management (console, telnet and/or SSH).

Affirm Yes

2.5.3.10 The network switch (es) must support SNMP.

Affirm Yes

2.5.3.11 The network switches must have an expected product life of at least 5 years.

Affirm Yes

2.5.3.12 The network switches must include 5 years of support with a guaranteed response time of 4 hours and 24x7x365 coverage.

Affirm Yes

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2.5.4 Server Hardware

2.5.4.1 There must be at least 7 identically configured servers per site (production and DR), 14 servers in total.

Affirm Yes

2.5.4.2 The proposed servers must be dual CPU socket servers.

Affirm Yes

2.5.4.3 The proposed servers must use 6-core Intel 5600 series or 10-core Intel E7 series processors or superior.

Affirm Yes

2.5.4.4 Each server must have at least 192GB of RAM installed with all RAM running at full clock speed (no clock speed step down across memory channels).

Affirm Yes

2.5.4.5 Each server must include a minimum of two (2) 10Gbps network connections.

Affirm Yes

2.5.4.6 Each server must include a minimum of two (2) 8Gbps fibre channel (SAN) connections.

Affirm Yes

2.5.4.7 The servers must include remote management capabilities (DRAC, iLO or equivalent).

Affirm Yes

2.5.4.8 The servers must have fully redundant internal components (power supplies, fans, etc.).

Affirm Yes

2.5.4.9 The servers must have an expected product life of at least 5 years.

Affirm Yes

2.5.4.10 The servers must include 5 years of support with a guaranteed response time of 4 hours and 24x7x365 coverage.

Affirm Yes

2.5.5 Rack Mount Servers (If this solution is proposed)

2.5.5.1 All of the PC I-Express slots in the servers must run at a minimum of 4x speed.

Affirm Not proposed

2.5.5.2 The servers must have at least two available PC I-Express slots for expansion capabilities.

Affirm Not proposed

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2.5.6 Blade Servers (If this solution is proposed)

2.5.6.1 In the proposed blade solution the individual blade servers at each site must be split as evenly as possible across two blade chassis (elimination of single point of failure and provide extra expansion capabilities through number of available slots for blades).

Affirm Yes

We are proposing a 16 slot blade chassis with fully redundant components as answered in under heading **2.4.2.7 If proposing Blade Servers** Blade Servers.

2.5.6.2 Each blade chassis must include fully redundant I/O and management modules.

Affirm Yes

I certify that the proposal submitted meets or exceeds all the mandatory specifications of this Request for Proposal. Additionally, I agree to provide any additional documentation deemed necessary by the State of West Virginia to demonstrate compliance with said mandatory specifications.

Company	Pomeroy
Representative Name, Title	Richard Sylvester (Technology Services Director)
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Date	March 9, 2012

Attachment C: Cost Sheet

Pomeroy has completed and submitted Attachment C as a separate document.

Section 4. Evaluation and Award

Pomeroy has read, understands and agrees to the above requirements.

Section 5. Contract Terms and Conditions

Pomeroy has read, understands and agrees to the above requirements.