

**From:** WVNET  
837 Chestnut Ridge Road  
Morgantown WV 26505

**To:** Department of Administration, Purchasing Division  
2019 Washington Street East  
P.O. Box 50130  
Charleston, WV 25305-0130

**Sealed Proposal Buyer:** Krista Ferrell

**Solicitation No:** ISCN0035

**Proposal Opening Date:** October 9, 2012

**Proposal Opening Time:** 1:30 pm

**Fax Number:** (304) 293-5540

WVNET Video Conferencing / Video Repository Proposal

RECEIVED

2012 OCT -9 PM 12:16

WV PURCHASING  
DIVISION

WVNET – in partnership with Kanawha County Public Library

# Video Conferencing / Video Repository

Proposal

Proposal For:

REQUEST FOR INFORMATION # ISCN0035

ENHANCEMENTS FOR  
BROADBAND TECHNOLOGY OPPORTUNITES PROJECT (“BTOP”)

“Video Conferencing / Video Repository”

WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION

WVNET  
837 Chestnut Ridge Road  
Morgantown, West Virginia 26505  
304-293-5192 (phone)  
304 293-5540 (fax)

FEIN: 550571237

October 8, 2012

Krista Ferrell, Buyer Supervisor  
Department of Administration, Purchasing Division  
2019 Washington Street East  
P.O. Box 50130  
Charleston, WV 25305-0130

Re: Request for Information # ISCN0035 – Broadband Enhancements

Dear Ms. Ferrell:

West Virginia Network (WVNET) with the Kanawha County Public Library (KCPL) is pleased to respond to the West Virginia's Request for Information #ISCN0035 – Broadband Enhancements.

This grant partners the powerful technological capabilities of WVNET, the resources and expertise of existing consortial content providers and the unique capacities of the public library to develop and deliver content and information to a very large number of people and to individuals, all tied together by utilizing the very high speed broadband capacity of Internet2. This proposal embodies the essence of what the BTOP grant program intends to achieve and will serve as a model that can be replicated at other libraries, institutions, and public educational entities in West Virginia

The project can be implemented quickly and effectively using readily available technology by experienced organizations whose complementary strengths will produce a project of lasting value and significance for the people of West Virginia.

WVNET with the Kanawha County Public Library look forward to working with you on this project.

If you have questions on this proposal, feel free to contact Barbara Long, WVNET Proposal Coordinator, 304-293-5192 x274, or via email at: [blong@mail.wvnet.edu](mailto:blong@mail.wvnet.edu)

Sincerely

Judge Dan O'Hanlon  
Director  
WVNET

Alan Engelbert, Director  
Kanawha County Public Library

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# WVNET Video Conferencing / Video Repository Proposal

ISCN0035

Patron information needs and consumption habits are shifting and evolving as rapidly as the enabling digital technology. Every day we hear how so many of the state's residents are being left behind in this digital world. As librarians, we're increasingly compelled to reflect upon what we do to assist our citizens.

## OVERVIEW

West (West Virginia Network) in partnership with the Kanawha County Public Library (KCPL) is requesting funding to provide robust video conferencing capabilities at selected facilities and the ability to deliver content to the desktop level at all KCPL facilities. Access to Video/digital content will be explored through contracting with existing consortia such as MAGPI (the Mid-Atlantic Gigapop in Philadelphia for Internet2) or NJEDge (New Jersey Research & Education Network). Content will be delivered over the very high speed Internet2 network<sup>1</sup> through a contract with WVNET. KCPL also intends to develop mass storage capabilities so that programming done at all of our facilities can be archived and provided to the public regardless of location. Content from other sources may also be hosted on this server based on copyright and license restrictions. These services will be developed in conjunction with WVNET and will be supported by WVNET along with KCPL staff.

### The Objective

Kanawha County Public Library wants to empower vulnerable populations within Kanawha County, and the many thousands of people in surrounding counties who use KCPL services on a daily basis, with opportunities provided by video conferencing and a video repository.

### The Challenge

Foundationally, video conferencing facilitates the meeting of individuals and participants in real time and in different locations. With ten locations and a Mobile Library (Bookmobile) serving over 180,000 county residents and over 89,000 registered borrowers, the question was raised – "Where should video conferencing sites be located?"

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<sup>1</sup> Formed in 1996, Internet2 is a not-for-profit advanced network consortium led by the U.S. research and higher education community. Its goals are to provide leading-edge network capabilities and to facilitate the development, deployment, and use of revolutionary Internet technologies. Starting with 34 universities, Internet2 has grown to more than 300 members, including more than 200 U.S. universities working in cooperation with 70 leading corporations, 45 government agencies, laboratories, and other research institutions.

## The Solution

This proposal seeks funding to equip Kanawha County Public Library (and branches) to become —video conference hubs and — to serve as access points for our citizens both in the use of technology and in finding and using needed information in the areas of employment, civil law, health, government services, small business information, the humanities, cultural enrichment, and workforce development.

Video conferencing will be provided at the following locations:

- Main Library: Ray Room meeting room
- Meeting Rooms at Elk Valley, Riverside\*, and St Albans.

\*Riverside is a joint use facility located in Riverside High School. (Video conferencing would require space in a classroom adjacent to the Library.)

Content would be delivered to desk tops in all ten KCPL facilities as well.

We are privileged to partner with WVNET on this proposal. WVNET's recent membership in Internet2 creates an opportunity for Kanawha County Public Library to serve our community at the "Speed of Light."

Video conferencing at Kanawha County Public Library will provide tremendous potential for partnering with a wide array of other groups, organizations, agencies, for-profit entities, and not-for-profit entities, allowing them to conduct business, hold meetings, and organize events, receive training, etc., and doing so with people from around the county and across the world, contributing to economic development. The letters submitted in support of this application are only a small sampling of the many partnerships that will be the result of and benefit from the funding of this proposal.

Further, the implementation of this proposal, will allow KCPL to better serve our seniors, unemployed and underemployed, children, and small business people in the county. People with disabilities would have assured accessibility to the broadband-based resources offered and also be able to reap the benefits from those resources. Desktop video conferencing software will allow programming and training to be brought to KCPL patrons based on their individual needs.

This proposal supports the Broadband Technology Opportunity Program (BTOP) goal of closing the digital divide among the county's vulnerable populations.

## OUR PROPOSAL

### Why Video Conferencing?

Video Conference (or videoconference) is an interactive communications technology that allows two or more locations to interact with one another over the Internet. Video conferencing involves both audio and video, enabling participants to see and hear one another in real-time.

For many years, video conferencing has been used by educational institutions to facilitate distance learning and virtual field trips. Only recently has it been adopted for use in libraries. Video conferencing in libraries provides alternative life-long learning opportunities, as well as access to distance education, government information and health information. It can be especially useful in rural or remote communities where it can be difficult to access information and learning opportunities. Video conferencing can be used

for shared in-house training with other libraries, shared library programming (such as book clubs, workshops, and information sessions), meetings, medical consultations and more. The possibilities are virtually endless.

### **Benefits to the Citizens of West Virginia**

Potential uses for video conferencing at KCPL libraries include the following:

- Working with elementary and K-12 schools to offer curriculum enrichment, supplemental education, virtual book chats, and virtual field trips to other parts of the county or even the world;
- Working with state agencies to enable job skills training and job interviews via video conferencing; and,
- Working with community partners such as health organizations to offer telehealth and telemedicine capabilities from the library premises to those with hearing disabilities or those needing counseling from specialists.

### **Benefits to the Kanawha County Public Library Staff**

Video conferencing opens doors for KCPL staff as well as patrons. With a large percentage of KCPL branches located in rural and remote areas, how often do staff members miss out on professional development opportunities because the workshops are too far away or too expensive to attend in person? Partnering with WVNET (and Internet2) on this video conferencing endeavor, KCPL could afford to bring professional development experiences to its branch employees in a timely manner. Workshops can be offered at one location and multicast via WVNET to a variety of viewing centers.

### **Archiving the Content**

KCPL also intends to develop mass storage capabilities so that programming done at all of its facilities can be archived and provided to the public regardless of location. Content from other sources may also be hosted on this server based on copyright and license restrictions. These services will be developed in conjunction with WVNET and will be supported by WVNET along with KCPL staff.

## **PROJECTED BUDGET**

WVNET is requesting \$2,135,750.08 in funding through this Broadband Technology Enhancements Program to establish video conferencing hubs and a video repository for residents of Kanawha county, and to those residents of surrounding counties who utilize KCPL, and provide a model for expanded use by other public libraries and schools in the state.

WVNET has obtained a quote from Cisco regarding their TelePresence™ portfolio – See Exhibit 2.

The Cisco TelePresence™ portfolio creates a face-to-face experience, - empowering you to collaborate with others like never before. Through a powerful combination of technologies and a design that allows you and remote participants to feel as if you are all in the same room, the Cisco TelePresence portfolio has the potential to provide great productivity benefits and to transform your business. Many organizations are already using it to control costs, make decisions faster, improve customer intimacy,

scale scarce resources, and speed products to market. For more information, about the Cisco TelePresence™ please refer to Exhibit 1 – Keys Components.

WVNET has obtained a quote from NetApp regarding the storage aspect of the Video Repository component of this proposal – See Exhibit 3.

The following budget summary reflects the cost of video conferencing equipment and the storage needed for the creation of a video repository.

Table 1: Budget Summary

Equipment Cost	Price
Cisco Quotation - # 4705682585	\$2,088,641.00
Storage Cost	
NetApp Quotation - # 10138744	\$47,109.08
<b>Total</b>	<b>\$2,135,750.08</b>

### Video Conferencing Hubs

Video conferencing will be provided at the following locations:

- Main Library: Ray Room meeting room
- Meeting Rooms at Elk Valley, Riverside\*, and St Albans.

\*Riverside is a joint use facility located in Riverside High School. (Video conferencing would require space in a classroom adjacent to the Library.)

Content would be delivered to desk tops in all ten KCPL facilities as well.

### Administration of the Project

WVNET will maintain control of this project. Equipment necessary for the implementation of this proposal will be purchased by WVNET via funds obtained from the awarding of this proposal. WVNET will receive the equipment and oversee the placement of equipment in the sites requested by KCPL.

WVNET will be responsible for all reports required by federal or state agencies, supplemented by use and other data as may be required from KCPL.

A Memo of Understanding between WVNET and KCPL will be created for the successful implementation of this project.

### Kanawha County Public Library Promotion Strategy

Kanawha County Public Library can provide superb access to these enhanced capabilities because it is open and accessible to anyone for extended hours during the week, including nights and on weekends.



KCPL has ten library facilities located conveniently throughout Kanawha County, providing one-on-one training as well as free programming and training. The reference librarians are skilled, educated professionals who specialize in meeting the information needs of all who require assistance. A full time marketing staff will promote public awareness of the capabilities provided by the funding of this proposal.

The Library serves all persons regardless of age, gender, ethnicity or socio-economic class. It's the mission of the Library to provide free, equal and unrestricted access to information to enrich individual and family lives.

Exhibit 1: TelePresence Key Features

**Product Overview**

The Cisco TelePresence System Profile 65-inch Dual elevates the team video collaboration experience to an entirely new level. With side-by-side 65" LCD monitors, sharing information is easy, intuitive and crystal clear. Designed to integrate into the larger collaboration room, the Cisco TelePresence System Profile 65-inch Dual allows participants to share multimedia content, creating a rich user experience.

**Cisco TelePresence System Profile 65-inch Dual Features**

The following table summarizes the key features for the Cisco TelePresence System Profile 65-inch Dual.

Feature Summary	
Design Features	<ul style="list-style-type: none"> <li>• Exclusive Scandinavian design with a clean, sleek look from all angles</li> <li>• Fully integrated system with 1080p widescreen LCD, Cisco TelePresence PrecisionHD Camera (1080p) and Cisco TelePresence System Codec C90</li> <li>• Use of recyclable aluminum materials to support our commitment to the environment</li> <li>• Easy of use with the Cisco Telepresence touch screen user interface</li> </ul>
Application Features	<ul style="list-style-type: none"> <li>• Ideal for large conference rooms and demanding collaboration environments</li> <li>• 1080p30 HD embedded MultiSite with Individual Transcoding</li> <li>• Rich collaboration with virtually any source with up to 5 simultaneous video inputs</li> <li>• Clear, smooth HD collaboration with UXGA and full 1080p HD with superior motion handling</li> <li>• Building blocks for demanding applications or specialty system</li> </ul>
Performance Features	<ul style="list-style-type: none"> <li>• Choice of network up to 6 Mbps point-to-point (H.323/SIP), up to 10 Mbps Multisite (H.323/SIP)</li> <li>• Optimal definition - resolutions up to full 1080p and support 60 fps up to 720p</li> <li>• 8x XLR with individual echo canceller and 8-port audio mixer</li> <li>• 13x Video Input</li> <li>• 5x Video Output</li> </ul>

Exhibit 2: Cisco TelePresence Quote

Price Quotation

Date : 05 Oct 2012  
Deal ID : 8288691  
Quote ID : 4705682585  
Quote Name : KCPL Video Repository Project Quote  
Quote Status : Not Submitted  
Date Approved :

**Who's Involved :** **Note**

End Customer : Dan O'Hanlon  
WEST VIRGINIA NETWORK  
WVNET  
837 CHESTNUT RIDGE RD  
MORGANTOWN WV  
US US  
danno1800@gmail.com

Price List : Global Price List US Availability Currency : USD

Items :						
#	Hardware, Software and Services	Service Duration	Buy Method	List Price	Quantity	Extended List Price
1.0	CTS-P65DC90-K9 Profile 65 Dual in-C90, NPP, PHD1080p12xCam, Touch & Mouse	-	Cisco	128700.00	10	1287000.00
1.0.1	CON-ECON-P65DC90	12.0	Cisco	13359.00	10	133590.00
1.3	LIC-P65-C90-MS Profile 65 in-C90 MS option	-	Cisco	9900.00	10	99000.00
1.4	CTS-P65SDD-WMK Profile 65 in Wall Mount Kit	-	Cisco	0.00	20	0.00
1.5	CTS-C90CODEC-K9- Codec C90 buried option	-	Cisco	0.00	10	0.00
1.6	CTS-CTRL-DVC8 Touch 8 - Control Device	-	Cisco	0.00	10	0.00
1.6.1	CON-ECON-CTRLDVC8 ESS WITH ENXNDSD in Touch 8 - Control Device	12.0	Cisco	269.00	10	2690.00
1.7	CTS-DNAM-SHT- DNAM short buried option	-	Cisco	0.00	20	0.00
1.8	CTS-P65MONITOR2 Monitor 65 Assembly	-	Cisco	0.00	20	0.00
1.9	CTS-PHD-1080P12XG PrecisionHD 1080p 12X Unit - Grey	-	Cisco	0.00	10	0.00
1.10	CTS-RMT-TRC5 Remote Control TRC 5	-	Cisco	0.00	10	0.00
1.11	LIC-P65DC90 Profile 65 Dual Product ID	-	Cisco	0.00	10	0.00
1.12	LIC-PCXX-NPP Profile Series NPP option	-	Cisco	0.00	10	0.00
1.13	LIC-S52000-TCX_XK9 License Key Software Encrypted	-	Cisco	0.00	10	0.00
2.0	CTS-EX90-K9 EX90 - NPP, Tough UI	-	Cisco	12870.00	3	38610.00
2.1	SW-S52000-TCX_XK9 Software S5 - Encrypted	-	Cisco	0.00	3	0.00
2.2	PWR-CORD-US-A Pwr Cord US 1.8m Black YP-12 To YC-12	-	Cisco	0.00	3	0.00
2.3	LIC-EX90-MS EX90 MS Option	-	Cisco	3300.00	3	9900.00
2.4	CTS-CTRL-DV8 Touch Control for EX Series with cradle and handset	-	Cisco	0.00	3	0.00
2.5	LIC-ECXX-NPP EX NPP option	-	Cisco	0.00	3	0.00
2.6	LIC-EX90 EX90 Product License Key	-	Cisco	0.00	3	0.00
2.7	LIC-S52000-TCX_XK9 License Key Software Encrypted	-	Cisco	0.00	3	0.00
3.0	CTI4515-MCU-K9 MCU 4515 - 30 Port HD MCU	-	Cisco	25480.00	1	25480.00
3.1	PWR-CORD-US-C US power cord	-	Cisco	0.00	1	0.00
3.2	LIC-AESCON-K9 AES and HTTPS Enable Option	-	Cisco	0.00	1	0.00
3.3	LIC-4515-MHD 1080p HD Capacity Option For MCU 4515	-	Cisco	198000.00	1	198000.00
3.4	LIC-4515-CCD Conference Director Option For MCU 4515	-	Cisco	5684.00	1	5684.00
3.5	LIC-4500-VFO VFO-4500 Video Firewall Option	-	Cisco	17640.00	1	17640.00
3.6	LIC-4515-MCU-K9 License Key For MCU 4515 Software Image, Used During DF	-	Cisco	0.00	1	0.00

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3.7	<b>LIC-4515-WCO</b> Lic-15 Key For Web Conferencing Option, Incl With MCU 4515		Cisco	0.00	1	0.00
3.8	<b>SW-4500-MCU-K9</b> Software Image For MCU 4505, Latest Version		Cisco	0.00	1	0.00
4.0	<b>UCSC-C220-M3L</b> UCS C220 M3 LFF w/o CPU, mem, HDD, PCie, PSU, w/rails		Cisco	2880.00	1	2880.00
4.0.1	<b>CON-SNTP-C220M3LF</b> SMARTNET 24X7X4 UCS C220 M3 Server - LFF	12.0	Cisco	360.00	1	360.00
4.1	<b>UCS-CPU-E5-2650</b> 2.00 GHz E5-2650 95W 8C/20MB Cache/DDR3 16GB/2Mhz		Cisco	3221.00	1	3221.00
4.2	<b>UCS-MR-1X041RX-A</b> 4GB DDR3-1333-MHz ROMM/PC3-10600/1R/1.35v		Cisco	225.00	1	225.00
4.3	<b>CAB-C13-C14-2M</b> Power Cord Jumper, C13-C14 Connectors, 2 Meter Length		Cisco	0.00	1	0.00
4.4	<b>UCSC-PSU-450W</b> 450W power supply for C-series rack servers		Cisco	560.00	1	560.00
4.5	<b>VMW-VS5-ENTP-1A</b> VMware vSphere 5 Enterprise Plus (1 CPU), 1yr Support Require		Cisco	6553.00	1	6553.00
4.5.1	<b>CON-1SV1-VS5ENTP1A</b> 1SV 24X7 VMware vSphere EnterprisePLUS, List Price is ANNUAL	12.0	Cisco	1136.00	1	1136.00
4.6	<b>UCSC-RAID-ROM1</b> Embedded RAID 0/1/10, 4 ports SAS/SATA		Cisco	24.00	1	24.00
4.7	<b>UCS-VMW-N1K-BUN</b> Bundle of VMware Ent Plus and Nexus 1K License		Cisco	6554.00	1	6554.00
4.8	<b>N1K-VLEM-UCS-1</b> Nexus 1000V License Paper Delivery (1 CPU) for bundles		Cisco	0.00	1	0.00
4.8.1	<b>CON-SAU-VLEMUCS</b> SW APP SUPP + UPRGR Nexus 1000V License	12.0	Cisco	174.00	1	174.00
4.9	<b>UCSC-BBLKD-L</b> 3.5-inch HDD Blanking Panel		Cisco	0.00	4	0.00
4.10	<b>UCSC-HS-C220M3</b> Heat Sink for UCS C220 M3 Rack Server		Cisco	0.00	1	0.00
4.11	<b>UCSC-PCIF-01F</b> Full height PCIe filler for C-Series		Cisco	0.00	1	0.00
4.12	<b>UCSC-PCIF-01H</b> Half height PCIe filler for UCS		Cisco	0.00	1	0.00
4.13	<b>UCSC-PSU-BLKP</b> Power supply blanking panel/filler		Cisco	0.00	1	0.00
4.14	<b>UCSC-RAIL1</b> Rail Kit for C220, C22, C24 rack servers		Cisco	0.00	1	0.00
5.0	<b>TRN-CLC-001</b> 100 Prepaid training credits Redeem w/ Cisco Learning Paths	12.0	Cisco	10000.00	2	20000.00
<b>Total List Price</b>						<b>2,088,641.00</b>

The Price Quotation does not constitute an offer by Cisco to sell products, but is instead an invitation to place a purchase order to Cisco until the Quotation Valid date specified in this Price Quotation. Such a purchase order will be subject to Cisco's standard procedures, terms, and conditions for the acceptance of purchase orders. This order may be subject to sales tax, VAT, duty and freight charges even if not noted on this quote.

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Exhibit 3: NetApp Quote for Storage



**Price Quotation 10138744**

Quote Name: Quote for Wvnet - 10138744  
 Quote Date: Sep-28-2012  
 Sales Rep Name: McDaniel, Keith James  
 E-Mail: kjm@netapp.com  
 Quote To: **Wvnet**  
 Quote From: **NetApp Inc.**  
 End Customer: **Wvnet**  
 Incoterm: **EXW Olive Branch, MS**  
 Contingency: **None**  
 Do Not Ship Before:  
 Comments:

Quote Valid Until: Oct-28-2012  
 Phone: 804-935-8568  
 Fax:  
 837 Chestnut Ridge Rd, Morgantown, WV, 26505, United States  
 495 E. Java Drive, Sunnyvale, CA, 94089, United States  
 Quote Status: **Configured**  
 Payment Terms: **NET 30**

**FAS2240-2-R5  
Hardware**

Part Number	Product Description	Ext. Qty	List Price	Disc%	Ext. Net Price
FAS2240A-HA-SW-R5	FAS2240A, HA CFO Software, R5	2	\$0.00	0.00	\$0.00
F2240A-2-24X600-10G-R5	FAS2240-2, HA, 24x600GB, 10GbE, Dual CTL	1	\$36,230.00	0.00	\$36,230.00
X5526A-R6	Rackmount Kit, 4-Post, Universal, R6	1	\$100.00	0.00	\$100.00
X800E-R6	Power Cable North America, R6	2	\$0.00	0.00	\$0.00
X6557-R6	Cable, SAS Cntrl-Shelf/Shelf-Shelf/HA, 0.5m	2	\$100.00	0.00	\$200.00
X6560-R6	Cable, Ethernet, 0.5m RJ45 CAT6	1	\$6.00	0.00	\$6.00

**Software**

Part Number	Product Description	Ext. Qty	List Price	Disc%	Ext. Net Price
SW-CIFS-C	SW, CIFS, -C	2	\$0.00	0.00	\$0.00
SW-FCP-C	SW, FCP, -C	2	\$0.00	0.00	\$0.00
SW-ISCSI-C	SW, iSCSI, -C	2	\$0.00	0.00	\$0.00
SW-NFS-C	SW, NFS, -C	2	\$0.00	0.00	\$0.00
SW-2240A-ONTAP8-P	SW, Data ONTAP Essentials, 2240A, -P	2	\$0.00	0.00	\$0.00

**Services**

Part Number	Product Description	Ext. Qty	List Price	Disc%	Ext. Net Price
CS-O2-NOINSTALL-4HR	SupportEdge Premium 4hr Onsite, w/o Install Service Address: 837 Chestnut Ridge Rd Morgantown 26505 WV Service Duration: 36 Months	1	\$6,793.08	0.00	\$6,793.08

**Additional Parts And Components  
Hardware**

All amounts are in USD



## Price Quotation 10138744

Quote Date: Sep-28-2012

Quote Valid Until: Oct-28-2012

Part Number	Product Description	Ext. Qty	List Price	Disc%	Ext. Net Price
X6589-R6	SFP+Optical 10Gb Shortwave	4	5795.00	0.00	\$3,180.00
X6536-R6	Cable,Cntir- Shelf/Switch,5m,LC/LC,Op	4	\$150.00	0.00	\$600.00

<b>Grand Total:</b>	<b>\$47,109.08</b>	<b>\$47,109.08</b>
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### Terms and Conditions

No variations to a quote shall be effective unless approved in writing by NetApp and any PVR requires prior written approval by NetApp. Amounts quoted are before all applicable local transaction taxes.

For US sales: Applicable sales tax will be charged to shipments in the United States unless a valid certificate of tax is submitted to and accepted by NetApp.

For International sales: Applicable VAT, GST, consumption tax, or other transaction tax will be charged to international sales.

This price quotation is valid until the expiration date identified above. Orders submitted hereunder are subject to NetApp's Standard Terms and Conditions published at: [www.netapp.com/us/how-to-buy/stc.html](http://www.netapp.com/us/how-to-buy/stc.html), unless a written agreement governing purchasing between the parties for the applicable products and/or services listed above is otherwise current and valid. Additional or conflicting terms or conditions included on or within any purchase order or similar purchase authorization submitted by purchaser shall have no force or effect and NetApp's acknowledgment of an order, commencement of performance, delivery of product or other conduct shall not be deemed or constitute acceptance of any additional or different terms and conditions in any manner whatsoever.

## WHO WE ARE – WVNET

**WVNET** is the **West Virginia Network**, a dynamic service organization providing telecommunications and computing services within West Virginia. WVNET was created in 1975 to provide central computing facilities and wide-area network communications linking its "central site" computing resources in Morgantown with the campus computing systems at most of the colleges and universities throughout the state. We have since grown to provide services for K-12 schools, government and non-profit agencies.

Our driving principles are to:

- Improve Quality of Service to WVNET constituents.
- Facilitate enhanced collaboration capabilities between WVNET and WVNET constituents such as video conferencing point-to-point and multipoint in meetings and distance learning.
- Enhance West Virginia's access to national networks such as Internet2 and NLR that will provide unprecedented opportunity for our Colleges, Universities and K-12.
- Provide high levels of data security.

## WHO WE ARE – KANAWHA COUNTY PUBLIC LIBRARY

The Kanawha County Public Library (KCPL) is the largest public library system in West Virginia. We have nearly 100,000 card holders and while the vast majority of our library system patrons are from Kanawha and Putnam Counties, residents from all 55 West Virginia counties are represented in the cardholder data base.

There are more than 600,000 items in the library collection; 350,000 of those are housed at the Main Library with the remainder distributed among our 9 branch libraries, the Riverside Public Library and our Mobile Library (Bookmodile).

Patron visits to all libraries in the system total nearly 1 million per year and more than 1 million library items circulate in a year's time. These include books, videos, CDs, and DVDs.

Almost 100 percent of the library's services are FREE to the public.

Our Main Library is located at: 23 Capitol St., Charleston, WV.

Our 9 branch libraries:

- Clendenin Branch Library
- Cross Lanes Branch Library
- Dunbar Branch Library
- Elk Valley Branch Library
- Glasgow Branch Library
- Marmet Branch Library
- Nitro Branch Library
- Sissonville Branch Library
- St. Albans Branch Library

## Staffing

Kanawha County Public Library with its main library, 9 branches, and a bookmobile has 114 FTE (including four full time automation staff). KCPL staff has many years experience in training and assisting the public to use computing capabilities and in development and provision of programming and training for the public.

## OUR MISSION – KANAWHA COUNTY PUBLIC LIBRARY

The mission of the Kanawha County Public Library system is:

- To provide free and equal access to information on subjects of a patron's own choosing.
- To provide citizens with job training and career development information that will prepare them for a competitive job market
- To enrich individual and family lives through satisfying educational, recreational and cultural experiences
- To enable patrons to access new information technology
- To provide opportunities for lifelong learning
- To serve as the center of community life
- To use available resources efficiently
- To seek additional resources

## CONCLUSION

Through this partnership of WVNET and Kanawha County Public Library we will have the potential to offer new opportunities to the residents of West Virginia.

Thank you for your consideration.

Judge Dan O'Hanlon  
Director  
WVNET

Alan Engelbert  
Director  
Kanawha County Public Library

## Addendum 1: Letters of Support

### WEST VIRGINIA STATE UNIVERSITY

"A Living Laboratory of Human Relations"

October 8, 2012

West Virginia Office of Technology  
1900 Kanawha Boulevard, East  
Capitol Complex - Building 5, 10th Floor  
Charleston, WV 25305

Dear Review Committee Members:

West Virginia State University Extension Service would be delighted to provide programming and any other resources as a partner with the Kanawha County Public Library/WVNET initiative to provide videoconferencing capability and high-speed Internet2.

Kanawha County Public Library has delivered quality and reliable services to the community for more than 100 years. The Library is known as the community's premier resource for information and is dedicated to offering free services and materials for our citizens. The West Virginia State University

We pledge our support in collaboration with Kanawha County Public Library/WVNET on this application for funding through the Broadband Technology Opportunities Program. We strongly urge you to fund the request.

Sincerely,

Bonnie Parsons  
Family and Consumer Sciences Extension Specialist

The Gus R. Douglass Land-Grant Institute  
500 Curran Complex  
P.O. Box 1000  
Institute, WV 26112-1000  
Phone: (304) 264-4207  
Fax: (304) 766-7450

A Land-Grant Institution Established in 1891





# West Virginia Humanities Council

1310 Kanawha Boulevard, East, Charleston, WV 25301  
Phone: 304/346-8500 Fax: 304/346-8504 E-mail: [wvhuman@wvhumanities.org](mailto:wvhuman@wvhumanities.org) Website: [wvhumanities.org](http://wvhumanities.org)

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Secretary

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Treasurer

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Grants Administrator

Debbie Smith  
Administrator

Michelle Walker  
Development Director

October 8, 2012

West Virginia Office of Technology  
1900 Kanawha Boulevard, East  
Capitol Complex – Building 5, 10<sup>th</sup> Floor  
Charleston, WV 25305

Dear Review Committee Members,

The West Virginia Humanities Council is pleased to submit this letter of support for the Kanawha County Public Library / WVNET application seeking funds for videoconferencing capabilities and content provided through high-speed Internet2. The Humanities Council offers and sponsors a wide range of programs throughout the state. We would welcome the opportunity to provide programming that would be disseminated through the library's new videoconferencing initiative.

Kanawha County Public Library and the West Virginia Humanities Council have partnered for more than a decade as sponsors of the West Virginia Book Festival. The council also works with the library to deliver council programs such as reading programs, discussion groups and Chautauqua style presentations throughout the library system. We look forward to the opportunity to expand these collaborations with the resources available through this grant.

The library is uniquely positioned to develop and deliver content. The addition of robust video conferencing capability would enable KCPL to broaden its reach. We encourage you to give their proposal every consideration at the level requested.

Sincerely,

Ken Sullivan  
Executive Director

Visit the West Virginia Encyclopedia at [www.wvencyclopedia.org](http://www.wvencyclopedia.org)

C H A R L E S T O N  
*Town Center Mall*

October 8, 2012

West Virginia Office of Technology  
1900 Kanawha Boulevard, East  
Capitol Complex – Building 5, 10<sup>th</sup> Floor  
Charleston, WV 25305

Dear Review Committee Members:


Charleston Town Center is pleased to support the partnership of Kanawha County Public Library and WVNET to obtain funding for videoconferencing capabilities at multiple library facilities, utilizing the very high speed Internet2.

Our successful, regional center is celebrating twenty-nine years of community service and we have partnered with Kanawha County Public Library on numerous community projects, including Book Clubs for community members and, most recently, the important 2012 Summer Reading program.

Kanawha County Public Library benefits the local economy by providing training and resources for online employment applications as well as training for employees through online services like Tutor.com and Learning Express Library.

Funding from this grant would provide local job seekers with additional educational opportunities and greater access to the tools needed to obtain employment. We sincerely hope that you approve the Kanawha County Public Library's request for public funding. Let me know if I can provide additional information for your needs.

Kindest regards,



Lisa McCracken  
Marketing Director

3000 Charleston Town Center, Charleston, WV 25389 304.345.9526



## Kanawha Coalition for Community Health Improvement

P.O. Box 1547 • Charleston, WV 25326  
phone: (304) 388-7557 • fax: (304) 388-7696 • e-mail: kcchi@camc.org

### Coalition Members:

Charleston Area Alliance

Charleston Area Medical Center

FamilyCare HealthCenter

Highland Hospital

Kanawha County Schools

Kanawha-Charleston Health Department

Spilman Thomas & Battle, PLLC

Thomas Health Systems:  
Saint Francis Hospital  
Thomas Memorial Hospital

United Way of Central West Virginia

Wellness Council of West Virginia

West Virginia Community Voices

*The Coalition's Mission:  
To identify and evaluate health risks and coordinate resources to measurably improve the health of the people of Kanawha County*

October 8, 2012

West Virginia Office of Technology  
1900 Kanawha Boulevard, East  
Capitol Complex - Building 5, 10th Floor  
Charleston, WV 25305

Dear Review Committee members:

The Kanawha Coalition for Community Health Improvement enthusiastically supports the Kanawha County Public Library/WVNET partnership to provide quality videoconferencing and high-speed Internet2 to enhance programming services to our community.

Our Coalition values our public library system and the many ways it benefits our communities. The Kanawha County Public Library consistently delivers quality services and programming at no cost to our residents.

The Kanawha Coalition for Community Health Improvement is working to address obesity, lack of physical activity and drug use. We strive to reach as many citizens as possible with vital information about these and other health-related topics. Kanawha Coalition and its partners support the Kanawha County Public Library on this application for funding that would greatly enhance the library's ability to deliver programs to our constituents.

Our ever-growing senior population, especially those in outlying areas of our county, will benefit from the programs, services and information on healthy living that will be provided by KCPL.

We strongly urge you to consider funding the Kanawha County Public Library's request from the federal Broadband Technology Opportunities Program.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Judith M. Crabtree', is written over a printed name and title.  
Judith M. Crabtree  
Executive Director

West Virginia Office of Technology  
1900 Kanawha Boulevard, East  
Capitol Complex – Building 5, 10<sup>th</sup> Floor  
Charleston, WV 25305

10-8-2012

Dear Review Committee members:

I'm writing in support of Kanawha County Public Library's application for a grant of federal BTOP funds. As the chairperson of the Education Driver of Vision 2030, I strongly support the partnership of Kanawha County Public Library and WVNET to obtain funding for videoconferencing capabilities at multiple library facilities, utilizing the very high speed Internet2.

Vision 2030 is a program developed by the Charleston Area Alliance to "inspire an economy that provides sustainable jobs for Valley residents while simultaneously meeting megatrends of the future." The plan focuses on seven economic Drivers. Kanawha County Public Library is actively participating in the implementation of all seven Drivers.

The vision of the Education Driver is to support personalized education processes that infuse a desire to learn, produce a world-class workforce and develop leaders at all levels. Specific Education driver goals which will be supported by this grant include WIFI ready and computer accessible labs for individuals to look and apply for jobs, online learning opportunities and access to databases of journals and other appropriate content.

These goals can be met through Kanawha County Public Library's vast resources, numerous locations, extended hours of operation and trained staff, services that would be greatly enhanced through this grant. Please approve this funding request to support the economic growth and development of our community.

Sincerely,





John W. Calvert

Board of Directors/ Chair, Education Driver

Charleston Area Alliance

### Addendum 2: Signed Solicitation Form

	State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130	<b>Solicitation</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">ISSUE#</td> <td style="text-align: center;">PAGE</td> </tr> <tr> <td style="text-align: center;">ISCN0035</td> <td style="text-align: center;">1</td> </tr> </table>	ISSUE#	PAGE	ISCN0035	1	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">ADDRESS CORRESPONDENCE TO ATTENTION#</td> </tr> <tr> <td>KRISTA FERRELL 304-558-2596</td> </tr> </table>	ADDRESS CORRESPONDENCE TO ATTENTION#	KRISTA FERRELL 304-558-2596
ISSUE#	PAGE									
ISCN0035	1									
ADDRESS CORRESPONDENCE TO ATTENTION#										
KRISTA FERRELL 304-558-2596										
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LINE	QUANTITY	UOP	EXT NO	ITEM NUMBER	UNIT PRICE	AMOUNT				
0001	1	LS		725-84						
INFORMATION ONLY FOR BROADBAND ENHANCEMENTS  REQUEST FOR INFORMATION (RFI)  THE WEST VIRGINIA DIVISION OF PURCHASING FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING REQUESTS FOR INFORMATION FROM QUALIFIED VENDORS FOR BROADBAND ENHANCEMENTS PER THE ATTACHED SPECIFICATIONS.  THIS IS A REQUEST FOR INFORMATION ONLY. NO CONTRACT AWARD SHALL BE MADE FROM THIS SOLICITATION.  ***** THIS IS THE END OF RFP ISCN0035 ***** TOTAL										
SIGNATURE: 		TELEPHONE: 304-293-5192		DATE: October 5, 2012						
TITLE: Deputy Director		554571237		ADDRESS CHANGES TO BE NOTED ABOVE						
WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED VENDOR										

## Addendum 3: RFI Number ISCN0035 – IS&C Number 2012-073

### TABLE OF CONTENTS:

1. Table of Contents
2. Section One: General Information
3. Section Two: Instructions to Vendors Submitting Proposals
4. Section Three: Project Specifications
5. Section Four: Terms and Conditions
6. Certification and Signature Page

### SECTION ONE: GENERAL INFORMATION

1. **PURPOSE:** The Acquisition and Contract Administration Section of the Purchasing Division (“Purchasing Division”) is soliciting proposals through a Request for Information (“RFI”) that will allow the WV Office of Technology (“Agency”), to quickly identify additional enhancements or projects that can be added to the Broadband Technology Opportunities Project (“BTOP”) stimulus grant, subject to NTIA approval, that must be completed by January 31, 2013. Procurement of goods and services will not occur through this RFI, but identified proposals may be used to assist in developing additional solicitations to procure the needed goods and services.

2. **PROJECT:** The State of WV received authorization from the National Telecommunications Information Administration (NTIA) to proceed with the build out associated with the Broadband Technology Opportunities Project (BTOP) stimulus grant to be completed by the end of January 2013. The purpose of the grant is to:

- a. Provide improved access to broadband service to consumers residing in underserved areas of the State of West Virginia;
- b. Provide broadband education, awareness, training, access, equipment and support to: Schools, health care, public safety, libraries, court houses, jails and other community support organizations by or through these organizations:
  1. Organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by low-income, unemployed, aged, and otherwise vulnerable populations.
  2. Strategic facilities designed to create employment opportunities, within a State designated economic zone, Economic Development District designated by the Department of Commerce, Renewal Community, or Empowerment Zone designated by the Department of Housing and Urban Development, or Enterprise Community designated by the Department of Agriculture.
- c. Provide improved access to, and use of, broadband service by public safety agencies;
- d. Stimulate the demand for broadband, economic growth and job creation.

The mission or purpose of this RFI is to seek project proposals to provide and implement broadband projects that fit within the scope and further the BTOP grant purposes outlined above, by utilizing funds awarded and governed by the State’s BTOP Grant award conditions. The proposals will be funded by BTOP funding that is not otherwise committed. The total of that funding at this time is estimated to be approximately \$9,000,000. That funding level is subject to change. No additional funding will be available for this purpose. The vendor should be prepared to

provide a 20% in-kind or cash match per the Notice of Funding Available (NOFA) associated with the original grant along with documentation clearly detailing the match portion. All proposals are subject to approval by the NTIA and must comply with all terms and conditions of the current State of West Virginia BTOP grant, including being environmentally compliant, financially feasible and/or economically sustainable. Any cost associated with the proposal such as engineering, environmental assessments and construction must not exceed the estimated remaining funding.

Information associated with the BTOP grant that may be useful can be found at the following websites:

- Broadband USA Website [www2.ntia.doc.gov](http://www2.ntia.doc.gov)
- General Information on WV Grant to date [www.recovery.wv.gov](http://www.recovery.wv.gov)
- Recipient handbook  
[http://www2.ntia.doc.gov/files/Recipient\\_Handbook\\_v1.1\\_122110.pdf](http://www2.ntia.doc.gov/files/Recipient_Handbook_v1.1_122110.pdf)
- Notice of Funding Availability (NOFA)  
[http://www.ntia.doc.gov/files/ntia/publications/fr\\_bbnofa\\_090709.pdf](http://www.ntia.doc.gov/files/ntia/publications/fr_bbnofa_090709.pdf)

**3. SCHEDULE OF EVENTS:**

Release of the RFI.....9/27/12  
Request for Information Opening Date.....10/9/12

**SECTION TWO: INSTRUCTIONS TO VENDORS SUBMITTING PROPOSALS**

**1. REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for proposals. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements. All proposals should be submitted in accordance with the provisions contained in these instructions and the Solicitation. All proposals must adhere to Section 6.3.1 of the BTOP Recipient Handbook - "Post-Award Modification Requirements: Applicable To All Requests"

**2. MANDATORY TERMS:** The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall."

**3. PRE-PROPOSAL MEETING:** The item identified below shall apply to this Solicitation.

[ x] A pre-proposal meeting will not be held prior to proposal opening.

**5. VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including that made at the mandatory pre-proposal conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

**6. PROPOSAL SUBMISSION:** All proposals must be signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the proposal opening. Any proposal received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The proposal delivery address is:

Department of Administration, Purchasing Division  
2019 Washington Street East  
P.O. Box 50130,

Charleston, WV 25305-0130

The proposal should contain the information listed below on the face of the envelope or the proposal may not be considered:

SEALED PROPOSAL

BUYER: \_\_\_\_\_

SOLICITATION NO.: \_\_\_\_\_

PROPOSAL OPENING DATE: \_\_\_\_\_

PROPOSAL OPENING TIME: \_\_\_\_\_

FAX NUMBER: \_\_\_\_\_

**7. PROPOSAL OPENING:** Proposals submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a proposal after the proposal opening date and time will result in proposal disqualification. For purposes of this Solicitation, a proposal is considered delivered when time stamped by the official Purchasing Division time clock.

Proposal Opening Date and Time: 10/09/2012 at 1:30 p.m.

Proposal Opening Location: Department of Administration, Purchasing Division

2019 Washington Street East

P.O. Box 50130,

Charleston, WV 25305-0130

**8. ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in proposal disqualification. The addendum acknowledgement should be submitted with the proposal to expedite document processing.

### SECTION THREE: PROJECT SPECIFICATIONS

1. **Location:** Agency is located at 1900 Kanawha Boulevard, East Capitol Complex - Building 5, 10th Floor, Charleston, WV 25305 and the Project will be completed January 31, 2013.
2. **Background:** This RFI seeks input on technology deployment strategies that fit within the scope of the State of West Virginia's current BTOP grant award and would enhance the state's current broadband endeavors and encourage economic development. See Section One of this RFI for additional information.
3. **Project and Goals:** Submitted proposals should focus on projects that can be completed between now and January 31, 2013 and should be related to the following areas.
  - 3.1.1 **Middle Mile Network Enhancement**  
A project design of fiber segments which will provide new infrastructure to extend network middle mile deeper into rural areas of West Virginia. These new fiber routes will be open access and should allow service providers to interconnect at connection points and extend network infrastructure to rural areas throughout the state.
  - 3.1.2 **Wireless Facility Deployment Strategy**  
A project design consisting of an open access, wireless solution, which extends broadband Internet access to rural areas within the State of West Virginia.



3.1.3 Other proposals that fall clearly within the original scope of the grant.

#### **SECTION FOUR: TERMS AND CONDITIONS**

By signing and submitting the RFI, the successful vendor(s) agrees to be bound by all the terms contained in this RFI.

##### **1. Certifications Related to Lobbying:**

Vendor(s) certifies that no federal appropriated funds have been paid or will be paid, by or on behalf of the company or an employee thereof, to any person for purposes of influencing or attempting to influence an officer or employee of any Federal entity, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment or modification of any Federal contract, grant, loan, or cooperative agreement.

If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee or any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the vendor(s) shall complete and submit a disclosure form to report the lobbying.

##### **2. Governing Law:**

This RFI shall be governed by the laws of the State of West Virginia. The vendor(s) further agrees to comply with the Civil Rights Act of 1964 and all other applicable laws (Federal, State or Local Government) regulations.