



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

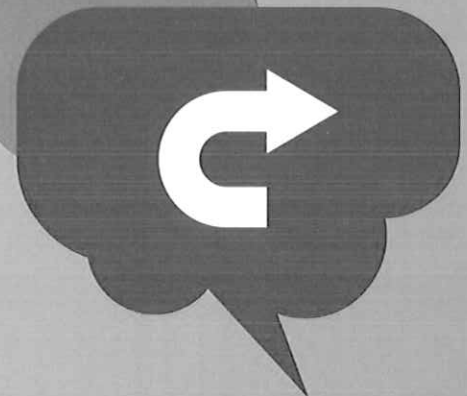
Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



AT&T Response to the
State of West Virginia's Technical
RFQ # VoIP 13 for Hosted VoIP
Services

Response



Rethink Possible





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Hanover, MD 21076
www.att.com

Phone: 703-220-7741
je8509@att.com

January 23, 2013

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

Dear Ms. Ferrell:

The State of West Virginia (State) seeks to improve service delivery and performance of its communications network with IP-based technology. Now, you need a qualified communications provider who can integrate Voice of Internet Protocol (VoIP) technology into your current Cisco communications environment in a cost effective manner.

As your trusted communications advisor, your AT&T account team has reviewed your Hosted VoIP requirements, and we can exceed those requirements with AT&T's Unified Communications platform that will provide the State with the following benefits:

- Control costs using IP-based technology with robust call features, easily scalable without dramatically increasing costs with mobile, web and audio conferencing interface.
- Increase business efficiencies using IP-based technology to easily integrate your new unified communications solution with your Cisco Contact Center.
- Improve service quality working with a leading provider of IP-based technology, who owns and operates its own global network with built-in redundancy features.

AT&T provides a team of experts who understands your network vision, and we've provided several options in our proposed solution to help you meet your communications goals.

We look forward to working with you on this project and will contact you soon to discuss our response.

Sincerely,

A handwritten signature in cursive script that reads "Jeffrey Craft".

Jeffrey Craft
Account Manager