

October 21, 2013

Roberta A. Wagner  
2019 Washington St East  
Charleston, WV 25305

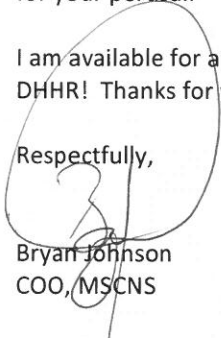
Dear Roberta:

Regarding this Solicitation, HHR14099, MSCNS is pleased to offer the following alternative Dell solution!

We feel that Dell's switch offerings exceed Cisco's comparable products and certainly are more affordable up front and offer a lower total cost of ownership over the life of the product. I have included some information regarding the switches that we are offering for your perusal.

I am available for any questions you or the bidder may have and look forward to hearing from you and doing business with WV DHHR! Thanks for your time and consideration.

Respectfully,

  
Bryan Johnson  
COO, MSCNS

10/31/13 09:33:07 AM  
West Virginia Purchasing Division



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

**Solicitation**

NUMBER
HHR14099

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
ROBERTA WAGNER
304-558-0067

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

**MSCNS**  
 821 4th Ave  
 Huntington, WV 25701

SHIP TO

HEALTH AND HUMAN RESOURCES  
 MANAGEMENT INFORMATION SERVICE  
 321 CAPITOL STREET, SUITE 200  
 CHARLESTON, WV  
 25301 304-558-9195

DATE PRINTED
10/02/2013

BID OPENING DATE: 11/05/2013

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE WEST VIRGINIA PURCHASING DIVISION IS SOLICITING BIDS ON BEHALF OF THE WEST VIRGINIA DEPARTMENT OF HEALTH AND HUMAN RESOURCES TO ESTABLISH A CONTRACT FOR THE ONE-TIME PURCHASE OF SWITCHES TO REPLACE EXISTING NETWORK SWITCHES OPERATING WITHIN AN EXISTING CISCO NETWORK INFRASTRUCTURE LOCATED AT VARIOUS DEPARTMENT OF HEALTH AND HUMAN RESOURCES' OFFICES ACROSS THE STATE.</p>						
0001	1	EA	725-57			
				<p>See attached specs and quote sheet for detailed unit pricing. Bidding Dell</p>		
STANDARD MANUFACTURER WARRANTY ON ALL EQUIPMENT						
LISTED ON PRICING PAGE OR EQUAL.						
0002	126	EA	725-57			
CATALYST 2960S 48 GIGE POE 740W, 4 X SFP LAN BASE						
SWITCH, PART NUMBER WS-C2960S-48FPS-L OR EQUAL.						

SIGNATURE		TELEPHONE 304.781.3410	DATE 10/21/2013
TITLE COO	FEIN 550717488	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO SOLICITATION, 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  
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0003	23	EA	725-57	23 CATALYST 2960S 24 GIGE POE 370W, 2 X SFP LAN BASE SWITCH, PART NUMBER WS-C2960S-24PS-L OR EQUAL.		
0004	127	EA	725-57	CISCO CATALYST 2960S FLEXSTACK STACK MODULE, PART NUMBER C2960S-STACK OR EQUAL.		
0005	86	EA	725-57	CISCO FLEXSTACK 50CM STACKING CABLE, PART NUMBER CAB-STK-E-0.5M OR EQUAL.		
0006	20	EA	725-57	CISCO FLEXSTACK 1M STACKING CABLE, PART NUMBER CAB-STK-E-1M OR EQUAL.		

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0007	29	EA		725-57		
				CISCO FLEXSTACK 3M STACKING CABLE, PART NUMBER CAB-STK-E-3M OR EQUAL.		
0008	52	EA		725-57		
				CISCO GE SFP, LC CONNECTOR SX TRANSCEIVER, PART NUMBER GLC-SX-MM OR EQUAL.		
0009	149	EA		725-57		
				AC POWER CORD, 16AWG, PART NUMBER CAB-16AWG-AC OR EQUAL.		
***** THIS IS THE END OF RFQ HHR14099 ***** TOTAL:						<u>\$603,210.00</u>

SIGNATURE		TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	

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



MSCNS  
 821 4th Ave  
 Huntington, WV 25701  
 www.mscns.com

Phone: 304.781.3410  
 Fax: 304.781.6774

# Quote

Date	Quote #
10/21/2013	102113BKJI

Name / Address
WV DHHR Roberta Wagner 2019 Washington St, East Charleston, WV 25305

Project

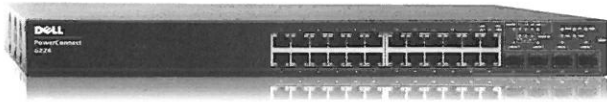
Item	Description	Qty	Cost	Total
225-2155	PowerConnect 6248P, 48 GbE Ports, Managed Switch, POE, 10GbE and Stacking Capable (225-2155)	126	4,002.00	504,252.00T
223-1440	PowerConnect 6224P, 24 GbE Ports, Managed Switch, 10GbE and Stacking Capable (223-1440)	23	2,565.00	58,995.00T
320-5898	Stacking Module, 48Gbps Includes 1m Stacking Cable Custkit (320-5898)	127	210.00	26,670.00T
331-5308	Customer Kit, Dell Networking, Transceiver, SFP, GbE, SX (331-5308)	52	206.00	10,712.00T
320-5168	10GbE CX-4 or Stacking Cable 3m, Customer Kit (320-5168)	29	89.00	2,581.00T
	Sales Tax		0.00%	0.00
<b>Total</b>				\$603,210.00

Customer Signature \_\_\_\_\_

GROUP: 1	QUANTITY: 126	
Base Unit:	PowerConnect 6248P, 48 GbE Ports, Managed Switch, POE, 10GbE and Stacking Capable (225-2155)	
Service:	Lifetime Limited Hardware Warranty with Basic Hardware Service Next Business Day Parts Only on Your PowerConne (934-7120)	
Service:	Basic Enterprise Support: Business Hours (5X10) Next Business Day Parts Delivery InitialYR (981-1240)	
Service:	Dell Hardware Warranty InitialYR (985-6027)	
Installation:	On-Site Installation Declined (950-8997)	
Service Two:	Declined Remote Consulting Service (973-2426)	

GROUP: 2	QUANTITY: 23	
Base Unit:	PowerConnect 6224P, 24 GbE Ports, Managed Switch, 10GbE and Stacking Capable (223-1440)	
Service:	Lifetime Limited Hardware Warranty with Basic Hardware Service Next Business Day Parts Only on Your PowerConne (934-7100)	
Service:	Basic Enterprise Support: Business Hours (5X10) Next Business Day Parts Delivery InitialYR (981-0890)	
Service:	Dell Hardware Warranty InitialYR (985-5977)	
Installation:	Remote Implementation of a Layer 2 Ethernet Switch (923-2669)	
Service Two:	Declined Remote Consulting Service (973-2426)	

SOFTWARE & ACCESSORIES	
Product	Quantity
Stacking Module, 48Gbps Includes 1m Stacking Cable Custkit (320-5898)	127
Customer Kit, Dell Networking, Transceiver, SFP, GbE, SX (331-5308)	52
10GbE CX-4 or Stacking Cable 3m, Customer Kit (320-5168)	23
10GbE CX-4 or Stacking Cable 3m, Customer Kit (320-5168)	6



## Dell Networking 6200 Series

Dell™ Networking 6200 Series offers advanced switching capabilities including Power Over Ethernet (PoE), high-density, high-performance stacking and 10 Gigabit Ethernet capabilities scalable from the small business to the enterprise edge.

With 24 or 48 built-in copper Gigabit Ethernet ports in a 1U form factor, as well as a 24 port Fiber GbE version for backbone or long-haul connectivity, the 6200 series gives users the flexibility to maximize server and workstation connectivity in a 1U form factor. The switches also offer support up to four 10 Gigabit Ethernet uplinks for connectivity directly to enterprise backbones and distributed campus wiring closets (IDF and MDF).

### High-performance stacking with 10GbE

The 6200 series supports high-performance resilient stacking for up to twelve systems and almost 2 Terabits of capacity in a single stack (each switch supports up to 184 Gbps in switch capacity). The unique modular design allows you to upgrade to advanced stacking or 10 Gigabit Ethernet only when you need it. Plus the 6200 series offers further flexibility with optional modules that allow for either dual 10GBase-T, 10GbE XFP, or a CX4 modul. The optional stacking interfaces allow for high availability module stacking with sub-100ms failover times, even in the event of a master unit failure.

### Advanced switching features with robust security

The 6200 series supports advanced Layer 3 routing and multicast protocols to help reduce congestion and manage traffic in the network. The 6200 series supports frequently used LAN routing protocols such as RIPv1/v2, OSPFv1/v2/v3, VRRP, IGMP v1/v2/v3, DVMRP, PIM and LLDP-MED. The 6200 series offers flexibility in Quality of Service (QoS) by giving network administrators the ability to prioritize time-critical Layer 2 or Layer 3 network traffic.

Support for L2-L4 Access Control Lists (ACLs) on the switch allows the user to perform deep packet inspection. 802.1x port authentication offers both single and multiple host access. Further security is provided through Denial of Service (DoS) Attack Prevention, whereby the switch can protect against common network attacks. Dell 6200 series switches are IPv6 ready.

### Power Over Ethernet (PoE) support

The 6200 series PoE switches offer PoE-per-port support for power-dependent network applications including WLAN Access Points (WAPs), Voice over IP (VoIP) handsets, video conferencing and badge reading. The 6224P and 6248P switches can provide up to 15.4 watts of power for network-attached devices.

### Lifetime Warranty\*

Select Dell switches are backed by an industry-leading, lifetime warranty which guarantees Basic Hardware Service (repair or replacement) for life.

Details at [Dell.com/LifetimeWarranty](http://Dell.com/LifetimeWarranty)



Product	Dell™ 6224 & 6224P	Dell™ 6224F	Dell™ 6248 & 6248P
Port types	24 10/100/1000BASE-T auto-sensing Gigabit Ethernet switching ports; 4 SFP combo ports for fiber media support; 10 Gigabit Ethernet uplink modules (optional).	24 1000-SX or 1000-LX Gigabit Ethernet ports; 4 Combo (SFP or 10/100/1000) Gigabit Ethernet ports; Up to 4 10-Gigabit Ethernet Ports; Distances: 1000BASE-SX: Up to 500m 1000BASE-LX: Up to 2 km	48 10/100/1000BASE-T auto-sensing Gigabit Ethernet switching ports; 4 SFP combo ports for fiber media support; 10 Gigabit Ethernet uplink modules (optional)  6248P: Up to 15.4 watts per port (with optional external power supply) on all 48 ports
Port configuration	Resilient stacking up to 12 systems (with optional module); Auto-negotiation for speed, duplex mode and flow control; Auto MDI/MDIX; Port mirroring; Flow-based port mirroring; Broadcast storm control		
Performance	Switch Fabric Capacity 136 Gb/s Forwarding Rate 95 Mpps Up to 8,000 MAC Addresses		Switch Fabric Capacity 184 Gb/s Forwarding Rate 131 Mpps Up to 8,000 MAC Addresses
Availability	Spanning Tree (IEEE 802.1D) and Rapid Spanning Tree (IEEE 802.1w) with Fast Link Support; Multiple spanning trees (IEEE 802.1s); Supports Virtual Redundant Routing Protocol (VRRP); External redundant power support with RPS-600 (sold separately); Cable diagnostics; SFP transceiver diagnostics		
Layer 3 routing protocols	Static Routes; Routing Information Protocol (RIP) v1/v2; Open Shortest Path First (OSPF) v1/v2/v3; Classless Inter-Domain Routing (CIDR); Internet Control Message Protocol (ICMP); ICMP Router Discover Protocol (IRDP); Virtual Redundant Routing Protocol (VRRP); Address Resolution Protocol (ARP); Internet Group Management Protocol (IGMP) v2; Distance-Vector Multicast Routing Protocol (DVMRP)		
VLAN	VLAN support for tagging and port-based as per IEEE 802.1Q; Double VLAN tagging (QinQ); Up to 1024 VLANs supported; Dynamic VLAN with GVRP support		
Quality of service	Layer 2 Trusted Mode (IEEE 802.1p tagging); Layer 3 Trusted Mode (DSCP); Layer 4 Trusted Mode (TCP/UDP); Advanced Mode using Layer 2/3/4 flow-based Policies, including metering/rate limiting, marking and bandwidth guarantees; up to 100 ACLs can be used for QoS flow identification via Class-maps; 8 Priority Queues per Port; Adjustable Weighted-Round-Robin (WRR) and Strict Queue Scheduling; Port-based QoS Services Mode; Flow-based QoS Services Mode		
Layer 2 multicast	IGMP v1/v2/v3; Static IP Multicast; Dynamic Multicast Support – 256 Multicast groups supported in IGMP Snooping; IGMP snooping for IP multicast support; IGMP Querier; Protocol Independent Multicast (PIM-DM, PIM-SM)		
Security	IEEE 802.1x-based edge authentication; Switch access password protection; User-definable settings for enabling or disabling Web, SSH, Telnet, SSL management access; Port-based MAC Address alert and lock-down LLDP-MED; IP Address filtering for management access via Telnet, HTTP, HTTPS/SSL, SSH and SNMP; RADIUS and TACACS+ remote authentication for switch management access; Up to 100 Access Control Lists (ACLs) supported; up to 127 Access Control Entries (ACEs) per ACL; SSLv3 and SSHv2 encryption for switch management traffic; Management access filtering via Management Access Profiles		
Other switching features	Link Aggregation with support for up to 128 static aggregated links, 8 dynamic aggregated links per switch or switch stack and up to 8 member ports per aggregated link; LACP support (IEEE 802.3ad); Link Layer Discovery Protocol support (IEEE 802.1AB); Support for unicast NLB (multicast NLB not supported)		
Management	Web-based management interface; Industry-standard CLI accessible via Telnet or Local Serial Port; SNMPv1, SNMPv2c and SNMPv3 supported; four RMON groups supported (history, statistics, alarms and events); TFTP transfers of firmware and configuration files; Dual firmware images on-board; Multiple configuration file upload/download supported; Statistics for error monitoring and performance optimization including port summary tables; BootP/DHCP IP address management supported; Syslog remote logging capabilities; Temperature sensors for environmental monitoring; iSCSI Auto Configuration		
Chassis	Approximate weight (without modules): 12.1lbs, 5.49 kg 440 x 387 x 43.2 mm (W x D x H) 17.3" x 15.2" x 1.7" 1U, rack-mounting kit included	Approximate weight (without modules): 12.87lbs, 5.84 kg 440 x 387 x 43.2 mm (W x D x H) 17.3" x 15.2" x 1.7" 1U, rack-mounting kit included	
Environmental	Operating Temperature: 0° C to 45° C (0° F to 113° F), Storage Temperature: -20° C to 70° C (-4° F to 158° F)		
Power	Internal Power Supply Voltage AC 110/240 V +- 10% (50/60Hz) Power Consumption Max (Watts): 6224 (69.9W); 6224F (67.6W); 6224P (477W, if all ports drive PoE connections); 6248 (120W); 6248P (499W, if all ports drive PoE connections)		
Optional peripheral products	RPS-600 Redundant Power Supply EPS 470 Redundant Power Supply for POE models SFP Optical Transceivers, 1000BASE-SX, LC Connector SFP Optical Transceiver, 1000BASE-LX, LC Connector CX-4 Module (Max. length supported is 12 meters) XFP Module 10GBase -T Module Stacking Module with 1 Meter Dell Stacking cable 3 meter stacking cable		

Models available with US Trade Agreements Act (TAA) compliance.

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\*Select Dell Networking products carry a Lifetime Limited Warranty with Basic Hardware Service (repair or replacement) for life. Repair or replacement does not include troubleshooting, configuration, or other advanced service provided by Dell ProSupport. For more details see [Dell.com/lifewarranty](http://Dell.com/lifewarranty).

Learn more at [Dell.com/PowerConnect](http://Dell.com/PowerConnect)







# Visual effects victory for TV blockbuster

Leading visual effects company in Germany flourishes in Hollywood and successfully works on Game of Thrones blockbuster with global IT infrastructure



"Due to the lower energy costs of our Dell PowerEdge R620 servers, we can afford to run up to 20 per cent more servers in our infrastructure. It means our server farm can support even more customer projects."

*Christian Vogt, Chief Operating Officer, Pixomondo*

## Customer profile

### PIXOMONDO

Company	PIXOMONDO
Industry	Media and Communications
Country	Germany
Employees	670
Website	<a href="http://pixomondo.com">pixomondo.com</a>

## Business need

Pixomondo needs highly available IT to produce visual effects. It looked for a partner to develop an IT infrastructure for continued success in the world of TV and movies.

## Solution

Pixomondo uses a complete Dell solution, including Dell™ PowerEdge™ servers, and Dell storage, workstations and switches.

## Benefits

- Game of Thrones project is a success using Dell PowerEdge servers
- Business drives growth with up to 20 per cent more computing density
- Pixomondo stays agile to deliver excellent customer service
- Staff maximise efficiency with highly available IT worldwide
- Company sees future success in Dell hosted and cloud services

## Solutions featured

- End-User Computing
- IT Support Services
- Networking
- Server
- Storage

Pixomondo is a leading visual effects company. It provides post-production services for cinema, TV, commercials, interactive media, apps and live events. Established in 2001, the firm has 13 offices across Canada, China, Germany, the United Kingdom and the United States.

Its work has supported many Hollywood blockbusters, winning Pixomondo an Oscar in the category of Best Visual Effects for its collaboration on Martin Scorsese's Hugo Cabret. It has also edited the visual effects for the second series of the TV hit Game of Thrones.

The company employs creative people across the world. It has built a global IT infrastructure to support staff wherever they are and in whatever time zone. This flexibility is at the heart of Pixomondo's success, enabling the business to respond quickly to the changing needs of customers and deliver visual effects to tight timescales. Because of its global infrastructure, Pixomondo needs high performance IT. In many ways, its requirements are simple. The business wants standardised solutions that are reliable and easy to manage, and responsive services that ensure solutions are delivered fast, with support arriving quickly.

#### **Firm establishes winning IT partnership, gains business agility**

Pixomondo is delivering success and driving growth with the support of Dell solutions. The relationship with Dell has existed for many years, since Pixomondo decided to switch its IT to a Microsoft® Windows®-based platform.

Pixomondo's goal was to find an IT partner with which it could build a close working relationship. Christian Vogt, Chief Operating Officer at Pixomondo, says: "I can buy computers anywhere, but with Dell we feel like more than customers – we feel like partners. Dell listens to us, understands what we're doing and offers us solutions."

The Pixomondo infrastructure now includes an extensive range of Dell servers, storage, networking technology, workstations and desktop systems. The large number of Dell™ PowerEdge™ servers, including R410, R510 and R710 models with Intel® Xeon® processors, has grown with the expansion of the Pixomondo business. The company has also added

### **Technology at Work**

#### **Services**

Dell IT Support-Services  
– Dell ProSupport™ with Next Business Day Onsite Service

#### **Hardware**

Dell™ PowerEdge™ R620, R710, R510 and R410 servers with Intel® Xeon® processors

Dell PowerEdge C6100 servers with Intel Xeon processors

Dell EqualLogic PS6510E storage arrays

Dell PowerVault™ MD1000 direct attached storage

Dell PowerVault NX3100 networked attached storage

Dell PowerConnect™ 2824, 6248 and 8024F switches

Dell Force10 switches

Dell Precision™ T5500 workstations with Intel Xeon processors

Alienware desktops and 3D monitors

"We're always working under pressure to hit deadlines, but Dell finds a way to support us and make things possible. I don't have to worry."

*Christian Vogt,  
Chief Operating Officer,  
Pixomondo*



Dell PowerEdge C hyperscale servers with Intel Xeon processors, taking advantage of the machines' high density and excellent scalability. Vogt says: "Because of their high CPU power and small form factor, Dell PowerEdge C hyperscale servers are very attractive. We like the fact they can be easily expanded with graphics cards to support graphics processing unit (GPU) based visual rendering."

#### **Game of Thrones project completed successfully with responsive support**

Because the relationship works well, Pixomondo could meet the urgent needs of the makers of worldwide TV hit series Game of Thrones. There was a change to the work stream and Pixomondo suddenly faced new challenges for the visual effects work it was doing for the fantasy TV series. The news coincided with an event in Germany, attended by Michael Dell, to showcase the recently launched 12th-generation Dell PowerEdge server family. It was a Thursday night, and Pixomondo placed an order for 39 of the Dell PowerEdge R620 servers, each with two six-core Intel Xeon CPUs and 32 gigabytes (GB) of memory. The following Monday morning, Dell shipped the entire order to Pixomondo's studio in Frankfurt. "We're always working under pressure to hit deadlines, but Dell finds a way to support us and make things possible. I don't have to worry. The technology arrives, we enter it into our pipeline, and we continue working. This is very important to me and my business," says Vogt.

#### **Business supports growth with up to 20 per cent more computing density**

The company can deliver more projects with its existing environment as a result of implementing Dell PowerEdge 12th-generation servers. By deploying Dell PowerEdge R620 servers, which include Intel Xeon processors and offer up to 24 dual in-line memory modules (DIMMs) for computing-intensive tasks, the company has lowered power consumption across its server farm. As a result of the savings, Pixomondo can now operate more servers in the environment. Vogt says:

"Due to the lower energy costs of our Dell PowerEdge R620 servers, we can afford to run up to 20 per cent more servers in our infrastructure. It means our server farm can support even more customer projects."

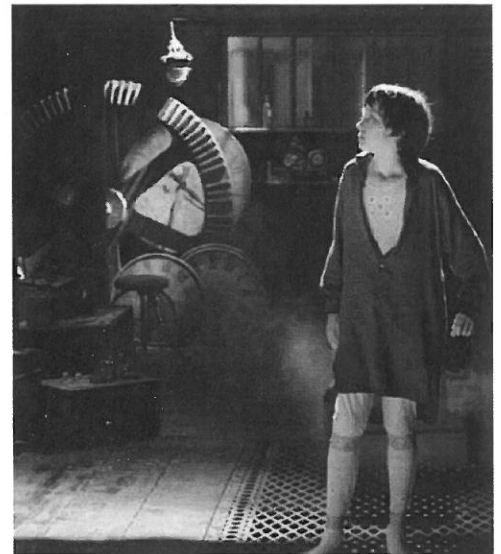
#### **Pixomondo standardises on high performance**

The organisation can also meet the growing demands for data storage using its flexible storage infrastructure from Dell. Storage requirements continue to increase, with the movie Hugo Cabret needing more than 3.1 petabytes of capacity alone. Pixomondo is meeting these requirements through Dell EqualLogic PS6510E storage arrays, Dell PowerVault™ MD1000 direct attached storage arrays and Dell PowerVault NX3100 network attached storage – linked with 10-gigabit iSCSI connections. For protection, Pixomondo is replicating data between storage arrays at different offices around the world. Vogt says: "Because of the simplicity of our Dell EqualLogic and Dell PowerVault arrays, we can manage our global storage infrastructure with just two storage administrators. Our capacity continues to grow, but our labour overheads remain constant, helping us keep down costs."

In addition, Dell makes sure that IT personnel are given support to maximise the performance of the storage from day one. For example, the main IT team in Germany attended a Dell EqualLogic training workshop organised by Dell, where it saw how it could use the built-in software for tasks such as snap-shooting and replication.

#### **Business guarantees network stability**

The company helps ensure reliable network performance across its infrastructure using Dell PowerConnect™ 2824, 6248 and 8024F switches. They deliver the speed and performance on which the company's global infrastructure depends. Plus, Pixomondo is now looking at deploying Dell Force10 switching technology. Vogt says: "We have standardised on Dell PowerConnect switches because of their reliability and performance."



Looking ahead, we will be evaluating Dell Force10 switching technology for enhanced performance capabilities.”

#### **Employees collaborate worldwide with ease**

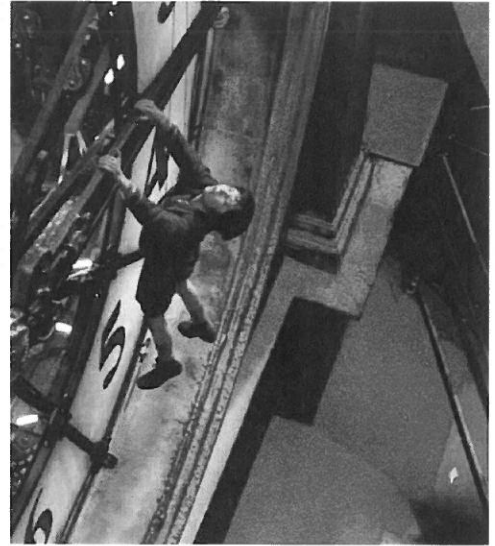
A visitor to any Pixomondo office will see that its personnel are collaborating across continents and meeting timelines using Dell client technology. Employees rely on Dell Precision™ T5500 workstations with Intel Xeon processors and many use Alienware desktops and monitors for working in 3D. Dell Precision technology has become the technology of choice for many visual effects and post-production studios worldwide. And Pixomondo is no exception, valuing the workstations’ professional-grade processors and graphics options. As with all its other Dell solutions, Pixomondo is reassured that a Dell Precision workstation will arrive anywhere in the world and still deliver the same high-quality performance. Vogt says: “We’re working with Dell Precision workstations in all of our offices worldwide. Our employees like the high performance and reliability of Dell Precision technology.” He knows that when one office closes for the day, staff can continue working on a project in an office on the other side of the world without disruption. “We have offices in 13 locations on three continents, but all sites have to work together on the same project to meet our deadlines,” he says.

#### **Business ensures highly available IT with worldwide support**

The company also knows that Dell’s global support is helping maintain the effective collaboration among offices. Pixomondo works with Dell ProSupport™ to provide high availability across the infrastructure. And with Dell ProSupport with Next Business Day Onsite Service anywhere in the world, the company can quickly address any issues. “Dell ProSupport gives us the support we need to run our business,” says Vogt.

#### **Company sees future in hosted and cloud services**

Vogt also knows that he has the support of Dell as Pixomondo comes to a crucial point in the development of its IT infrastructure. The business is looking to relocate servers and storage to a data centre with personnel working from virtual workstations. As a result, the company is currently talking to Dell about moving its IT to a Dell data centre in Germany, and from there delivering IT across IP connections to offices globally. “We see Dell data centres as an exciting proposition for Pixomondo to host its IT. This also gives us the opportunity to move to cloud-based services, without risking data security or secrecy,” says Vogt. It would take the agility of the business to a new level and deliver significant savings to the business. “We see our business continuing to grow with Dell as our IT partner because Dell provides us with end-to-end solutions,” says Vogt.



View all Dell case studies at [dell.com/casestudies](http://dell.com/casestudies)



Exhibit A  
REQUEST FOR QUOTATIONS  
HHR14099 CISCO NETWORK SWITCHES

**PRICING PAGE**

Desired Item #	Quantity	Description	Unit Price	Extended Price
#1 (3.1.1)	1	<b>Standard manufacturer warranty on all equipment listed on pricing page or equal</b>	See attached quote and specs for details. We're bidding Dell.	
#2 (3.1.2)	126	<b>Catalyst 2960S 48 GigE PoE 740W, 4 x SFP LAN Base Switch, part number WS-C2960S-48FPS-L or equal.</b>		
#3 (3.1.3)	23	<b>23 Catalyst 2960S 24 GigE PoE 370W, 2 x SFP LAN Base Switch, part number WS-C2960S-24PS-L or equal.</b>		
#4 (3.1.4)	127	<b>Cisco Catalyst 2960S FlexStack Stack Module, part number C2960S-STACK or equal.</b>		
#5 (3.1.5)	86	<b>Cisco FlexStack 50cm Stacking Cable, part number CAB-STK-E-0.5M or equal.</b>		
#6 (3.1.6)	20	<b>Cisco FlexStack 1m Stacking Cable, part number CAB-STK-E-1M or equal.</b>		
#7 (3.1.7)	29	<b>Cisco FlexStack 3m Stacking Cable, part number CAB-STK-E-3M or equal.</b>		
#8 (3.1.8)	52	<b>Cisco GE SFP, LC connector SX Transceiver, part number GLC-SX-MM or equal.</b>		

#9 (3.1.9)	149	AC Power cord, 16AWG, part number CAB-16AWG-AC or equal.		
			Grand Total Bid	\$603,210.00

**THIS IS A ONE-TIME PURCHASE OF CISCO SWITCHES AND RELATED HARDWARE**

**CONTRACT ITEMS MUST BE SHIPPED F.O.B. DESTINATION.**

**AGENCY WILL EVALUATE BIDS BASED ON THE LOWEST GRAND TOTAL BID. A CONTRACT WILL BE AWARDED TO THE VENDOR THAT PROVIDES THE CONTRACT ITEMS MEETING THE REQUIRED SPECIFICATIONS FOR THE LOWEST GRAND TOTAL BID PRICE.**

**PAYMENT TO VENDOR WILL BE MADE IN ARREARS AFTER DELIVERY, AND 100% ACCEPTANCE OF CONTRACT ITEMS BY AGENCY.**

Vendor Name: MSCNS

Vendor Address: 821 4th Ave  
Huntington, WV 25701

Vendor Telephone Number: 304.781.3410

Vendor Fax Number: 304.781.6774

Vendor Email: bjohnson@mscns.com

Vendor Authorized Representative: Bryan Johnson

(Please Print)

Vendor Authorized Representative Signature: 

Date: 10/21/2013

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.
7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules. Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

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: MSCNS Signed:
Date: 10/21/2013 Title: COO

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

**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.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"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 exceed five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: MSCNS

Authorized Signature: \_\_\_\_\_ Date: 10/21/2013

State of West Virginia

County of Cabell, to-wit:

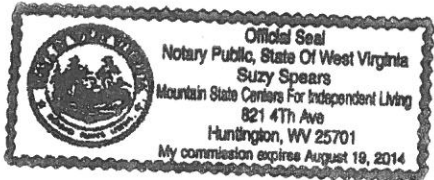
Taken, subscribed, and sworn to before me this 21 day of October, 2013.

My Commission expires August 19, 2014.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** Suzy Spears

*Purchasing Affidavit (Revised 07/01/2012)*





**CERTIFICATION AND SIGNATURE PAGE**

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

**MSCNS**  
 \_\_\_\_\_  
 (Company)

  
 \_\_\_\_\_  
 (Authorized Signature)

**Bryan Johnson, COO**  
 \_\_\_\_\_  
 (Representative Name, Title)

**304.781.3410**                      **304.781.6774**  
 \_\_\_\_\_  
 (Phone Number)                      (Fax Number)

**10/21/2013**  
 \_\_\_\_\_  
 (Date)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: HHR14099**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

MSCNS  
Company

  
Authorized Signature

10/21/2013  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.