



# Microsoft's Response to State of West Virginia Request for Proposal

Microsoft Surface Pro 3  
CRFQ: 1400 AGR1500000007  
January 6, 2015



Submitted to:  
Dean Wingerd  
State of West Virginia  
Email: [Dean.C.Wingerd@wv.gov](mailto:Dean.C.Wingerd@wv.gov)

Submitted by:  
Bill Mueller  
Microsoft Corporation  
Mobile: (630)842-1982  
Email: [wimueller@microsoft.com](mailto:wimueller@microsoft.com)

01/05/15 09:53:14  
West Virginia Purchasing Division

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## **The State of West Virginia**

Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

**Attn: Dean Wingerd**

**Dear Mr. Wingerd,**

Thank you for the opportunity to respond to the Request for Proposal (RFP) for Microsoft Surface Pro 3 set forth by the State of West Virginia. As you know, Microsoft is the worldwide leader in software, services, and solutions that will help people and businesses realize their full potential. We are committed to delivering new tools that enable educators and students to meet the evolving demands of a digital world. We do not just offer you quality products and services, we strive to be your business solution. In our price bundle we are pleased to include the following products, programs and services:

- More than 100 Microsoft retail stores, open seven days a week for a total of over 70 hours weekly.
- Between the stores, Microsoft has over 3,000 trained associates and each store has its own designated business leader.
- Our in-store services include free virus removal.
- Our software includes 24/7 phone support, file sharing, and intranet sites for teams.
- Our commercial service promotes our Recycle for Rewards program.
- Worry free technical support and services.

Our response to your request shares the Microsoft approach to harness the advanced capabilities of your people with appropriate devices and services for inspiring curiosity and expanding creativity in learning.

We look forward to next steps as we work with you to provide the solution you are seeking for Microsoft Surface Pro 3s.

Sincerely,

**Bill Mueller**

Microsoft Corporation | Specialty Store Manager  
Mobile: (630)842-1982  
Email: wimuelle@microsoft.com



# 1 Signature Page



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

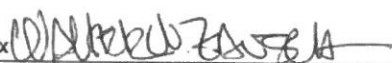
State of West Virginia  
Request for Quotation  
21 - Info Technology

Proc Folder: 44229			
Doc Description: Microsoft Surface Pro 3 Tablets			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2014-12-08	2015-01-06 13:30:00	CRFQ 1400 AGR150000007	1

BID RECEIVING LOCATION	
BID CLERK DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON ST E CHARLESTON WV 25305 US	

VENDOR
Vendor Name, Address and Telephone Number:  Microsoft One Microsoft Way Redmond, WA 98052 630-842-1982

FOR INFORMATION CONTACT THE BUYER
Dean Wingerd (304) 558-0468 dean.c.wingerd@wv.gov

Signature X 	FEIN # 91-1144442	DATE 12 30 14
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All offers subject to all terms and conditions contained in this solicitation

**CERTIFICATION AND SIGNATURE PAGE**

By signing below, or submitting documentation through wvOASIS, 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, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Microsoft

\_\_\_\_\_  
(Company)



\_\_\_\_\_  
(Authorized Signature) (Representative Name, Title)

630-842-1982

12/30/2014

\_\_\_\_\_  
(Phone Number) (Fax Number) (Date)

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 exceeds 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 §61-3-3) 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: Microsoft

Authorized Signature: [Signature] Date: 12 30 14

State of Tennessee

County of Knox, to-wit:

Taken, subscribed, and sworn to before me this 30 day of December, 2014

My Commission expires 11/26/17 2017

NOTARY PUBLIC [Signature]  
Purchasing Affidavit (Revised 07/01/2012)



## 2 Microsoft Retail Stores

### Microsoft Retail Stores

There are more than 100 Microsoft retail stores, all of which are open 7 days a week. Between the stores Microsoft has over 3,000 trained associates and each store has its very own designated business leader.

Reaching 80% of North America, Microsoft retail stores are your local business IT resource network that offers:

- o Business products, software & services
- o Commercial services
- o OEM & Surface device-related services
- o Business support service





### **Pre-Sales**

Microsoft technology and commercial programs enable businesses of all sizes to save time and make more money.

- Financing programs
- Online stores
- Bring Your Own (BYO) and Employee Purchase Program (EPP) programs
- A comprehensive selection of hardware and software
- A partner network

### **Commercial Services**

- Microsoft helps businesses identify, track, manage, and service technology resources.
- Recycle for Rewards
- Device customization services
- Image loading
- Asset tagging
- Etching and skinning
- Kitting
- Distribution logistics
- In-store and online product support and troubleshooting

### **Post Sales**

- Microsoft helps you get the most out of technology – whether it comes from us or someone else.
- In-store Answer Desk
- Personal training
- In-store events on business building
- Use of store meeting areas
- Support for Microsoft services on iOS and Android

### **Answer Desk Services**

- Extended diagnostics on any device
- Software repair or support
- Virus and malware removal
- PC Tune-Ups for improved performance
- Hardware upgrade/installation
- Data back-up and migration
- OneDrive cloud setup
- Data recovery

### **In summary**

Take advantage of our:

- Products designed for business needs
- Worry-free technical support and service
- Programs for recycling, purchasing, and servicing technology
- In-store programs to build your capabilities and your network

## 3 Surface Pro 3

Microsoft recommends the Surface Pro 3 for the State of West Virginia. Surface Pro 3 is a tablet that serves as a full laptop replacement. It can run any program that runs on Windows, including Office, iTunes, and Photoshop. You can connect to most monitors via the Surface Pro 3 mini DisplayPort and an optional AV adapter or VGA adapter.

### The tablet that can replace your laptop

Barely tipping the scales at 1.76 pounds, the new 12-inch Surface Pro 3 has all the power and performance of a premium laptop in a thin and lightweight design. It also comes with the all-new Surface Pen which delivers a natural writing and drawing experience.



# Surface Pro 3: A Laptop in a Tablet

The Surface Pro family was designed to be as powerful and rich as a laptop in order to release customers from the dilemma whether they should buy the laptop they need or the tablet they want. The Surface Pro is a laptop replacement and Surface Pro 3 brings significant updates.

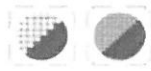
- Larger screen, thinner and lighter than Surface Pro 2
- Run desktops apps like any other Windows laptop
- Touch-friendly and completely mobile
- Dock in at your desk
- Write naturally with Surface Pen



## Specifications



**Screen size**  
12"



**Resolution:**  
2160 x 1440



**Dimensions:**  
11.5" x 7.93" x 0.36"




**Battery Life:**  
Up to 9 hours of  
web browsing<sup>1</sup>




**Processor:**  
4th generation  
Intel® Core™ i3, i5 or i7

**Desktop programs**



Install desktop software like the full Microsoft Office Suite.<sup>2</sup>

**Surface Pen**



Mark up presentations, sign documents or enjoy art apps.

## Stay productive

### Install your favorite desktop software

Surface Pro 3 gives you the complete laptop experience with the power to run all the Windows software you need, including the full Microsoft Office Suite, Adobe® Creative Cloud®, and iTunes.

## Work anywhere

### Multi-position Kickstand

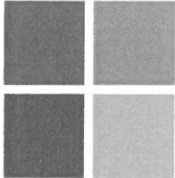
The integrated Kickstand now features multiple positions so you can work comfortably whether you're on the plane, at your desk, or in front of the television.



## Surface Pro 3 Specifications

Software	Windows 8.1 Pro
Exterior	Casing: Magnesium • Color: Silver • Physical buttons: Volume, Power, Home
Dimensions	11.50 x 7.93 x 0.36 in (292.10 x 201.42 x 9.14 mm)
Weight	1.76 lbs (0.79 kg)
Hard drive size <sup>2</sup>	Solid state drive (SSD) options: 64GB, 128GB, 256GB, or 512GB
Memory	64GB or 128GB version with 4GB RAM 256GB or 512GB version with 8GB RAM
Display	Screen: 12" ClearType Full HD Display • Resolution: 2160 x 1440 • Aspect Ratio: 3:2 • Touch: Multitouch input
Processor	64GB/Intel i3 version: 4th generation Intel Core i3-4020Y 1.50 GHz with Intel HD Graphics 4200  128GB and 256GB/Intel i5 version: 4th generation Intel Core i5-4300U 1.90 GHz (with Turbo Boost Technology up to 2.9GHz) with Intel HD Graphics 4400  256GB and 512GB/Intel i7 version: 4th generation Intel Core i7-4650U 1.70 GHz (with Turbo Boost Technology up to 3.3 GHz) with Intel HD Graphics 5000  TPM (Trusted Platform Module) chip for enterprise security
Wireless	802.11ac/802.11a/b/g/n
Bluetooth	Bluetooth 4.0 Low Energy technology
Battery Life	Up to 9 hours of web browsing <sup>5</sup>
Cameras and Video	5MP and 1080p HD front- and rear-facing cameras • Built-in front- and rear-facing microphones • Stereo speakers with Dolby Audio-enhanced sound
Audio	Stereo speakers with Dolby Audio-enhanced sound
Ports	Full-size USB 3.0 • microSD card reader • Headphone jack • Mini DisplayPort • Cover port • Charging port
Sensors	Ambient light sensor • Accelerometer • Gyroscope • Magnetometer
Warranty	1-year limited hardware warranty <sup>6</sup>
Surface Pen	Dimensions: 135mm (length), 9.5mm (diameter) • Weight: 20 grams
Pre-installed Apps	Flipboard • Skype Wi-Fi • Skype • OneNote MX • Solitaire • Mahjong • Sudoku/Microsoft Number Puzzle • Fresh Paint
In the box	Surface Pro 3 • Surface Pen • 36-watt power supply • Quick Start Guide • Safety and warranty documents

# 4 Quote



Microsoft at Fayette Mall Estimate  
Fayette Mall  
3401 Nicholasville Road  
Lexington, KY  
(859) 271-0043

**CREATED** 12/17/2016  
**EXPIRES**

**CUSTOMER INFORMATION**

Dean Wingerd  
[dean.c.wingerd@wv.gov](mailto:dean.c.wingerd@wv.gov)

State Of West Virginia  
Purchasing Division  
2019 Washington Street Ea  
Charlestown, WV 25305

**QUOTE INFORMATION**

ITEM	UNIT PRICE	QTY	TAXABLE	LINE TOTAL
Surface Pro 3 i5 256 SSD 8GB RAM	\$1,266.53	21	NO	#####
SP3 Type Cover	\$192.99	21	NO	<b>\$4,052.79</b>

*\*This quote represents estimated pricing*

*\*\*Shipping charges may apply*

<b>PREPARED BY</b>	<b>TAX RATE</b>	<b>SUBTOTAL</b>	<b>\$30,649.92</b>
Bill Mueller	6.000%	TAX:	NO
<a href="mailto:wimuelle@microsoft.com">wimuelle@microsoft.com</a>			

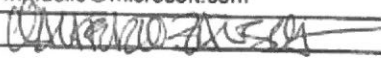
**TOTAL #####**

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV 25305-0173 US		ADMINISTRATIVE SERVICES 304-558-2204 WEST VIRGINIA CONSERVATION AGENCY WEST VIRGINIA CONSERVATION AGENCY 255 GUS R DOUGLASS LN CHARLESTON WV 25305-0193 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Microsoft Surface Pro 3 Tablets or Equal	21 00000	EA	\$1,266.53	\$26,597.13

Comm Code	Manufacturer	Specification	Model #
43211500	Microsoft	Surface Pro 3	Surface Pro 3 i5 256 SSD 8GB RAM

Extended Description :  
 Microsoft Surface Pro 3 Tablets or Equal

PRICING PAGE						
Product Number	Description	Alternate Part # and Description of or equal Products	Unit of Measure	Qty	Unit Price	Extended Price
QG2-00001 or equal	Microsoft Surface Pro 3 Tablet or equal		Each	21		
	Microsoft Surface Pro 3	i5 256 SSD 8GB RAM		21	\$1266.53	\$26,597.13
<b>GRAND TOTAL</b>						\$26,597.13
<b>Bidder/Vendor Information &gt;&gt;&gt;&gt;&gt;&gt;Failure to use this form may result in disqualification&lt;&lt;&lt;&lt;&lt;&lt;&lt;</b>						
Name:	Microsoft					
Address:	One Microsoft Way Redmond, WA 98052					
Phone:	630-842-1982 Bill Mueller Specialty Store Manager					
Email Address:	wiguello@microsoft.com					
Authorized Signature:						

## 5 Exceptions

Microsoft takes exception to the following items as stated in the Terms and Conditions:

**40. REPORTS:** Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

- Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

IF REQUIRED: Microsoft takes exception to Section 40 Reports to the extent that this reporting is required as this contract is for a one-time purchase pursuant to Section 3, Contract Terms. The Microsoft Store Business Desk can track any public sector transaction over \$5k, any transaction over \$10k or any order paid for with a purchase order; however, any transaction under those amounts that is purchased with a credit card in-store will not be tracked within the existing processes and thus will not be able to be reported.

**41. BACKGROUND CHECK:** In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision.

The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

All Microsoft Store employees pass a background check prior to being hired at Microsoft. Part of this screening requirement is a 7 year criminal check at the Federal and county court levels. Putting our employees through additional screening would be duplicative and should not be necessary.



