

# handheld

HHCS Handheld USA, Inc.  
456 SW Monroe Ave., Suite 106  
Corvallis, OR 97333  
541-752-0313

[www.handheld-us.com](http://www.handheld-us.com)

July 24, 2014

State of West Virginia  
Purchasing Division  
2019 Washington St. E  
Charleston, WV 25305

RE: RFQ FOR140068

In response to your RFQ FOR140068 for Rugged Handheld Computer Devices, enclosed please find the following submissions:

- Pricing proposal
- Technical proposal
- Vendor Preference Certificate
- Purchasing Affidavit
- Vendor Certification and Signature page
- Addendum acknowledgement form
- Data Sheet for the Nautiz X4 rugged computer

Regards,



Dale Kyle

CEO

Handheld US

07/28/14 10:20:39AM  
West Virginia Purchasing Division

**FOR140068 PRICING PAGE  
Exhibit A**

<b>PRODUCT</b>	<b>QUANTITY</b>	<b>UNIT COST</b>	<b>EXTENDED COST</b>
<b>Ultra-rugged GPS/handheld computers Item 3.1.1</b>	<b>20</b>	<b>\$909.35</b>	<b>\$18187.00</b>
<b>USB Sync cable Item 3.1.1.14.1</b>	<b>20</b>	<b>Included</b>	<b>\$0.00</b>
<b>Car Charger Item 3.1.1.14.2</b>	<b>20</b>	<b>\$40.60</b>	<b>\$812.00</b>
<b>AC Wall Charger w/International Plug Kit Item 3.1.1.14.3</b>	<b>20</b>	<b>Included</b>	<b>\$0.00</b>
<b>Stylus w/ tether Item 3.1.1.14.4</b>	<b>20</b>	<b>Included</b>	<b>\$0.00</b>
<b>Carrying Case w/ Strap Item 3.1.1.14.5</b>	<b>20</b>	<b>\$41.30</b>	<b>\$826.00</b>
<b>Optional Protective Cover Item 3.1.1.14.6</b>	<b>20</b>	<b>Included with case (3.1.1.14.6)</b>	<b>\$0.00</b>
	<b>GRAND TOTAL</b>		<b>\$19825.00</b>

**Quantities are based on estimates for evaluation purposes only.**

**Aware will be made to the low bid successful vendor meeting specifications.**

**Vendor Name**            **HHCS Handheld USA, Inc.**

**Vendor Remittance** **456 SW Monroe Ave., Suite 106  
Corvallis, OR 97333**

**Vendor Phone**        **541-752-0313**

**Vendor Fax**            **541-752-0338**

**Vendor e-mail**        **d.kyle@handheldus.com**

**Vendor Rep. signature** \_\_\_\_\_



**FOR140068 Technical Proposal  
Exhibit B**

**Unit being proposed: Nautiz X4 rugged handheld computer,  
p/n: NX4-1DGN-0-E**

<b>Requirement</b>	<b>Specification</b>	<b>Nautiz X4 spec</b>	<b>Meets/exceeds specification</b>
<b>3.1.1.2</b>	<b>Unit must operate on MS Windows version 6.1 or more current</b>	<b>Windows Mobile 6.5</b>	<b>Exceeds</b>
<b>3.1.1.3</b>	<b>RAM – minimum 125 MB</b>	<b>512 MB</b>	<b>Exceeds</b>
<b>3.1.1.4</b>	<b>Processor speed minimum 800 MHz</b>	<b>1GHz</b>	<b>Exceeds</b>
<b>3.1.1.5</b>	<b>Display – Minimum 3.5” color VGA resolution and backlight</b>	<b>3.5” VGA resolution color display with backlight and sunlight readable screen</b>	<b>Meets</b>
<b>3.1.1.6</b>	<b>Touch screen capability</b>	<b>Touch screen capable</b>	<b>Meets</b>
<b>3.1.1.7</b>	<b>Must contain 1 externally accessible SD/SDHC slot (min 16GB)</b>	<b>Contains externally accessible SD/SDHC slot (32GB max)</b>	<b>Exceeds</b>
<b>3.1.1.8</b>	<b>Unit must meet IP65 and MiL-STD 810G specs for weather and shock resistance</b>	<b>Nautiz X4 is fully compliant with IP65 rating for water/dust and MIL-STD 810G for drop, shock, vibration, temperature, humidity, altitude</b>	<b>Meets</b>
<b>3.1.1.10</b>	<b>Unit must have built in GPS with minimum 2-4 meter accuracy</b>	<b>Has built in WAAS-enabled GPS receiver with minimum 2-4 meter accuracy</b>	<b>Meets</b>
<b>3.1.1.11</b>	<b>Unit must be able to transfer data to PC via USB cable</b>	<b>Unit is able to transfer data to PC with USB sync cable (included</b>	<b>Meets</b>

		with unit)	
<b>3.1.1.12</b>	<b>Unit must be capable of transferring data via wireless technology</b>	<b>Unit can transfer data via either Bluetooth, WiFi (802.11) or cellular wireless technologies</b>	<b>Meets</b>
<b>3.1.1.13</b>	<b>Battery operated with Li-Ion battery</b>	<b>Unit is powered with Li-Ion battery</b>	<b>Meets</b>
<b>3.1.1.13.1</b>	<b>Must be capable of operating up to 12 hours per charge</b>	<b>The X4 can run for 12 hours or better on one charge</b>	<b>Meets</b>
<b>3.1.1.13.2</b>	<b>Must charge in a maximum of 4 hours</b>	<b>Unit will fully charge in 4 hours</b>	<b>Meets</b>
<b>3.1.1.14</b>	<b>Items to be included:</b>		
<b>3.1.1.14.1</b>	<b>USB sync cable:</b>	<b>Included with unit packout</b>	<b>Meets</b>
<b>3.1.1.14.2</b>	<b>Car charger</b>	<b>Available as accessory</b>	<b>Meets</b>
<b>3.1.1.14.3</b>	<b>AC wall charger</b>	<b>Included with unit packout</b>	<b>Meets</b>
<b>3.1.1.14.4</b>	<b>Stylus with tether</b>	<b>Included with unit packout</b>	<b>Meets</b>
<b>3.1.1.14.5</b>	<b>Snug fitting carry case and strap</b>	<b>Available as accessory, case is a belt clip and does not have a strap</b>	<b>Does not meet</b>
<b>3.1.1.14.6</b>	<b>Optional protective covers for screen and unit</b>	<b>Included with carry case in 3.1.1.14.5</b>	<b>Meets</b>
<b>3.1.1.15</b>	<b>Unit must contain minimum 2 year parts and labor warranty with free shipping</b>	<b>Unit will include all inclusive 2 year warranty on parts and labor and including shipping</b>	<b>Meets</b>
<b>3.1.1.15</b>	<b>Technical assistance available 8:00 am – 5:00 pm (EST) via telephone and internet</b>	<b>Technical assistance is available 8:00 am – 5:00 pm (EST) via telephone and internet</b>	<b>Meets</b>
<b>3.1.1.17</b>	<b>Product literature to be included</b>	<b>Data sheet included</b>	<b>Meets</b>

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. Application is made for 2.5% 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% 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% 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% 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% 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% 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: HHCS Handheld USA, Inc.

Signed: [Signature]

Date: July 21, 2014

Title: CEO

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 §61-5-3) 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: HHCS HANDHELD USA, Inc.

Authorized Signature: [Signature] Date: 7/24/14

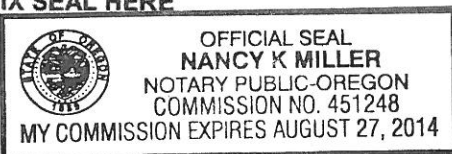
State of Oregon

County of Benton, to-wit:

Taken, subscribed, and sworn to before me this 24<sup>th</sup> day of July, 2014.

My Commission expires August 27, 2014.

**AFFIX SEAL HERE**



**NOTARY PUBLIC**

[Signature]  
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.

**HHCS Handheld USA, Inc.**

(Company)



(Authorized Signature)

**Dale Kyle, CEO**

(Representative Name, Title)

**541-752-0313**

**541-752-0338**

(Phone Number)

(Fax Number)

**July 21, 2014**

(Date)

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

**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.

**HHCS Handheld USA, Inc.**

\_\_\_\_\_  
 Company

  
 \_\_\_\_\_  
 Authorized Signature

**July 21, 2014**  
 \_\_\_\_\_  
 Date

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



# NAUTIZ X4

Work-ready, field-tough



# handheld

[www.handheld-us.com](http://www.handheld-us.com)

# NAUTIZ X4

## Work-ready, field-tough

Merging ultimate mobility with true field functionality, the Nautiz X4® rugged handheld is a durable tool designed with fieldwork in mind — it's packed with features, it's compact and truly portable, and it offers a reliable computing solution for challenging worksite environments.

The Nautiz X4 has all you need for work on the go. It features a high-brightness resistive touchscreen for a generous and practical mobile workspace, without sacrificing portability — this ultra-rugged handheld weighs just 11.6 ounces (330 grams). The unit comes complete with either a high-performance laser scanner or 2D imager for super-fast and accurate scanning and barcoding tasks. It also features a 5MP camera with auto focus and LED Flash. An integrated GPS receiver by u-blox®, the global leader in positioning technology for professional field use, offers built-in navigation functionality. Multiple connectivity options such as high-powered 3G and Wi-Fi keep you connected, everywhere and always.

The feature-rich Nautiz X4 runs Windows Embedded Handheld 6.5, which includes all the Office Mobile apps you're used to using. A high-speed 1 GHz processor, 512 MB of RAM and 1 GB of Flash memory make sure this device keeps up with every task you throw its way.

And we do mean "throw" — in addition to being a computing workhorse in the field, the Nautiz X4 is also built to withstand rough use, such as drops and tumbles, and it's unfazed by environmental factors such as extreme temperatures, dust and water, proved by stringent industry and military-standard durability tests. The Nautiz X4 is IP65-rated and meets stringent MIL-STD-810G test standards. You can use the Nautiz X4 in heavy rain or bright sunshine, fog or dust — and when you're done, just rinse it off and toss it in the truck with the rest of your gear.

A valuable tool for warehousing, logistics, field service, security, public safety and similar sectors, the Nautiz X4 rugged handheld is built to go wherever your work takes you.

[www.nautiz.com](http://www.nautiz.com)

<b>Size</b>	6.1" (156 mm) x 2.9" (74 mm) x 1.0" (25.5 mm)
<b>Weight</b>	11.6 oz (330 g)
<b>Environment</b>	
<i>Operating:</i>	-4 °F to 131 °F (-20°C to 55°C) MIL-STD-810G, Method 501.4 Procedure II MIL-STD-810G, Method 502.4 Procedure I, II, III
<i>Storage:</i>	-13 °F to 158 °F (-25°C to 70°C) MIL-STD-810G, Method 501.4 Procedure II MIL-STD-810G, Method 502.4 Procedure I, II, III
<i>Drop:</i>	26 drops from 4 ft (1.22 m) to concrete, MIL-STD-810G, Method 516.6 Procedure IV Tumble: 500 times, 1.0 meter tumbles per IEC 60068-2-32 specification
<i>Vibration:</i>	MIL-STD-810G, Method 514.6 Procedures I & II
<i>Sand &amp; Dust:</i>	IP65, MIL-STD-810G
<i>Water:</i>	IP65, MIL-STD-810G
<i>Humidity:</i>	MIL-STD-810G, Method 507.4, 95% RH temp cycle 0 °C/55 °C
<i>Altitude:</i>	15,000 ft (4572 m) at 5°C
<b>Processor</b>	Texas Instruments AM3703 1 GHz
<b>Memory/Disk</b>	512 MB RAM/1 GB Flash
<b>I/O slot</b>	SIM (user accessible) MicroSD/MicroSDHC slot (user accessible)
<b>Operating System</b>	Windows Embedded Handheld 6.5 Professional with Office Mobile
<b>Screen</b>	3.5" VGA High Brightness, Sunlight-readable resistive touch
<b>Keypad</b>	Numeric or QWERTY
<b>Battery</b>	Li-ion rechargeable 4000 mAh (14.8 Wh)
<b>Connections</b>	Micro USB 2.0 OTG Docking connector USB Client/Host connection with power input 3.5mm headset connection Ethernet (via optional desktop cradle or docking station accessory)
<b>Communication</b>	
<i>Audio:</i>	Built in: Handset receiver, Loud speaker, Mic, Vibration function
<i>Bluetooth:</i>	Bluetooth 2.1 EDR
<i>Cellular (WWAN):</i>	3.8G GSM HSPA+/HSUPA or CDMA EVDO Rev. A, voice and data
<i>Wireless LAN:</i>	802.11 b/g/n; WEP / WPA / WPA2 / WEP, RC4 Algorithm / TKIP, RC4 Algorithm / AES, Rijndael Algorithm EAP-FAST / EAP-TLS / EAP-TTLS / PEAP-GTC / PEAP-MSCHAPv2 / PEAP-TLS / LEAP
<b>Navigation</b>	Integrated with u-blox® GPS
<b>Camera</b>	5 Megapixel camera with autofocus and LED Flash
<b>Scanner</b>	1D Laser scanner (Honeywell N4313) or 2D Imager (Honeywell N560x – Gen6)
<b>Included Accessories</b>	Stylus pen, Hand strap, Rechargeable battery, AC charger, USB cable, LCD protector film
<b>Options</b>	• Desktop cradle with Ethernet • Vehicle cradle • Carry cases • Quad battery charger • Headset • Screen protectors

# handheld

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HHCS Handheld USA, Inc. (Handheld US) is a North American supplier of rugged PDAs and handheld computers. Handheld US and its partners deliver complete mobility solutions to businesses in industries such as logistics, forestry, public transportation, construction, military, and security. Handheld US is a subsidiary of the Handheld Group, a manufacturer and worldwide supplier of rugged PDAs and mobile computers.