



# West Virginia Purchasing Division

2019 Washington Street, East  
Charleston, WV 25305  
Telephone: 304-558-2306  
General Fax: 304-558-6026  
Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header #2

**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#)

<b>Procurement Folder:</b> 220813	<b>SO Doc Code:</b> CRFQ
<b>Procurement Type:</b> Central Purchase Order	<b>SO Dept:</b> 0702
<b>Vendor ID:</b> VS0000010838 <input type="button" value="Home"/>	<b>SO Doc ID:</b> TAX1700000003
<b>Legal Name:</b> TRUTH TECHNOLOGY INC	<b>Published Date:</b> 10/4/16
<b>Alias/DBA:</b>	<b>Close Date:</b> 10/11/16
<b>Total Bid:</b> \$88,772.50	<b>Close Time:</b> 13:30
<b>Response Date:</b> 10/11/2016 <input type="button" value="Calendar"/>	<b>Status:</b> Closed
<b>Response Time:</b> 12:47	<b>Solicitation Description:</b> Addendum 1 - Cisco Switches and Router or Equal
<b>Total of Header Attachments:</b> 2	
<b>Total of All Attachments:</b> 2	



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Cisco 3850 Series 48 Port Switches or Equal w/warranty	5.00000	EA	\$11,151.000000	\$55,755.00

Comm Code	Manufacturer	Specification	Model #
43222612			

<b>Extended Description :</b>	Cisco 3850 Series 48 Port Switches or equal w/warranty
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**Comments:** THIS INCLUDES EVERYTHING

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Cisco 3850 Series 24 Port Switches or Equal w/warranty	1.00000	EA	\$4,481.500000	\$4,481.50

Comm Code	Manufacturer	Specification	Model #
43222612			

<b>Extended Description :</b>	Cisco 3850 Series 24 Port Switches or equal w/warranty
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**Comments:** THIS INCLUDES EVERYTHING

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Cisco 2960X 48 Port Switches or Equal w/warranty	2.00000	EA	\$5,617.000000	\$11,234.00

Comm Code	Manufacturer	Specification	Model #
43222501			

<b>Extended Description :</b>	Cisco 2960X 48 Port Switches or equal w/warranty.
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**Comments:** THIS INCLUDES EVERYTHING

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Cisco ASA 5508-X Security Firewall or Equal w/warranty	1.00000	EA	\$6,217.000000	\$6,217.00

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description : Cisco ASA 5508-X Security Firewall or equal w/warranty.

**Comments:** THIS INCLUDES EVERYTHING

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Cisco 2951 Router or Equal w/warranty	1.00000	EA	\$11,085.000000	\$11,085.00

Comm Code	Manufacturer	Specification	Model #
43222609			

Extended Description : Cisco 2951 Router or equal w/warranty.

**Comments:** THIS INCLUDES EVERYTHING



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: 220813

Doc Description: Addendum 1 - Cisco Switches and Router or Equal

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-10-04	2016-10-11 13:30:00	CRFQ 0702 TAX1700000003	2

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON STE  
 CHARLESTON WV 25305  
 US

**VENDOR**

**Vendor Name, Address and Telephone Number:**

TRUTH TECHNOLOGY INC.  
 5201 MARIES RETREAT DRIVE  
 BOWIE, MD 20720  
 240-324-8089 OR 240-281-4434

**FOR INFORMATION CONTACT THE BUYER**

Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

Signature X *April T. Brown*

FEIN# 20-5923448

DATE 10/10/16

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

Addendum

Addendum No. 1 issued to publish and distribute the attached information to the vendor community.

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Tax Division to establish a contract for the one time purchase of network equipment.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Cisco 3850 Series 48 Port Switches or Equal w/warranty	5.00000	EA	11151.00	55755.00
All items are included in the pricing					

Comm Code	Manufacturer	Specification	Model#
43222612	Cisco	Cisco Catalyst 3850 48 Port Full PoE LAN Base SNTC-8X5XNBD Cisco Catalyst 3850 48 Port Full PoE LAN	WS-C3850-48F-L CON-SNT-WSC388FL - 5yrs

**Extended Description :**

Cisco 3850 Series 48 Port Switches or equal w/warranty

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Cisco 3850 Series 24 Port Switches or Equal w/warranty	1.00000	EA	4481.50	4481.50

Comm Code	Manufacturer	Specification	Model#
43222612	Cisco	Cisco Catalyst 3850 24 Port Data LAN Base SNTC-8X5XNBD Cisco Catalyst 3850 24 Port Data LAN Base	WS-C3850-24T-L CON-SNT-WSC384TL- 5yrs

**Extended Description :**

Cisco 3850 Series 24 Port Switches or equal w/warranty

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Cisco 2960X 48 Port Switches or Equal w/warranty	2.00000	EA	5617.00	11234.00

Comm Code	Manufacturer	Specification	Model#
43222501	Cisco	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base SNTC-8X5XNBD Catalyst 2960-X 48 GigE PoE 740W, 2 x 10	WS-C2960X-48FPD-L CON-SNT-WSC296XL - 5yrs

**Extended Description :**  
Cisco 2960X 48 Port Switches or equal w/warranty.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Cisco ASA 5508-X Security Firewall or Equal w/warranty	1.00000	EA	6217.00	6217.00

Comm Code	Manufacturer	Specification	Model#
43222612	Cisco	ASA 5508-X with FirePOWER services, 8GE, AC, 3DES/AES SNTC-8X5XNBD ASA 5508-X with Fire	ASA5508-K9 CON-SNT-ASA5508K

**Extended Description :**  
Cisco ASA 5508-X Security Firewall or equal w/warranty.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Cisco 2951 Router or Equal w/warranty	1.00000	EA	11085.00	11085.00



Comm Code	Manufacturer	Specification	Model#
43222609	Cisco	2951 Voice Bundle w/PVDM3-32,FL-CME-SRST-25,UC Lic,FL-CUBE10 SOLN SUPP 8X5XNBD 2951 UC Bun PVDM3-32FL-CME-SRST-25UC Lic	C2951-CME-SRST/K9 CON-SSSNT-2951CMST- 5yrs

**Extended Description :**

Cisco 2951 Router or equal w/warranty.

**SOLICITATION NUMBER:** CRFQ TAX1700000003  
**Addendum Number:** 01

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

This addendum is issued to modify the solicitation per the attached documentation and the following:

1. To publish the vendor questions and agency answers.

No other changes.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

# ATTACHMENT A

## Cisco Switches and Router or Equal

CRFQ TAX1700000003

### Vendor Questions & Answers

Q1. Do you have the actual part numbers the end user is looking for? There are lots of variations of most of these items. If not, is there someone I can speak with on the technical details?

**A1. The technical details are found in 3.1 Mandatory Contract Item Requirements.**

Q2. Is Refurbished an option?

**A2. Each piece of equipment must be new and factory sealed.**

Q3. Are these access layer switches?

o If so, will these switches be layer 2 or layer 3?

#### o LAN Lite

- LAN Lite is the least-expensive and least-robust 108 version. It's considered entry-level, and is only included with. Only supports layer 2 routing with a bare minimum of VoIP enhancement and security services.

#### o LAN Base

- LAN Base is a good choice for small-to-mid-sized businesses that want a robust and flexible network OS. As the name implies, it's largely aimed at networks installed in a single location with a single LAN, and lacks most features associated with maintaining a WAN or other distributed network. LAN Base is still heavily reliant on layer 2+ static routing, with few options for dynamic packet routes. It does, however, offer much more robust VoIP options than LAN Lite, including ingress policing, output QoS, and DSCP mapping. Likewise, security options are significantly better than LAN Lite, with DHCP snooping, IPSG, Cisco Identity 4.0 and 802.1x port protections,

#### o IP Base

- IP Base is a big upgrade in its fully-featured layer 3 dynamic packet routing, alongside support for layer 2 static routes. You also get much more robust edge security, with full support for VLANs and encrypted VPN tunneling. TrustSec, SXP, and B2.1A security systems are also included in the hardware. Likewise, VoIP is improved further, with AutoQoS systems optimizing voice/data transmission on a per-VLAN basis.

#### o IP Services

- Aimed almost exclusively at very large-scale operations managing vast networks between many offices. There are relatively few differences in features between IP Services and IP Base, with most of the differences

involving the size and scale of the systems involved, IP Services supports more locations, more users, etc, with scalability that's nearly unlimited. IP services does come with much more comprehensive Layer 3 routing options, as this is one of the biggest challenges as a network continues to grow.

A3. The switches in 3.1.1 and 3.1.2 must be layer 3, the switches found in 3.1.3 must be layer 2.

Q4. For the 5508 are FirePower services or VPN capabilities needed for this device? If so, provide details?

**A4. Refer to 3.1.4.1, VPN capability is not required.**

Q5. For the 2951 please know that this model is no longer the preferred model for ISRs as the end of sale date is nearing. We can supply a quote for the 4K equivalent, but need to know how this device **will** be used so any and all details for this device have to be listed so we can quote it properly. This includes all circuits that will connect to the device and all applications that need to run this device.

**AS. A newer version of the 2951 would be a better option due to the mandatory requirement of a 5 year warranty is required.**

Q6. The router specifications in Section 3.1.5 indicate that a PVDM3-16 is to be included. The router specified has a PVDM3-32 installed by default. Considering this, does the additional PVDM3-16 still need to be included in the quote?

**A6. An additional PVDM3-16 is not required. As long as the device has a PVDM3-16 or equal/greater that will suffice.**

Q7. Sorry I'm just able to email this. But I need all the exact parts you want into your Cisco configuration due to all Cisco routers and switches are built to order.

**A7. Refer to 3.1 Mandatory Contract Item Requirements, the vendor will be responsible for quoting the equipment necessary to meet the requirements.**

**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.

TRUTH TECHNOLOGY INC

\_\_\_\_\_  
Company

*April T. Brown*

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

10/10/2016

\_\_\_\_\_  
Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012



# QUOTE

QUOTE #	AAAQ1365
DATE	Oct 8, 2016

10901 Rhode Island Avenue  
 Unit 371  
 Beltsville, MD 20704  
 Phone 240-324-8089 888-501-0938  
 atb@trutechi.com

To Michelle Childers  
 STATE OF WV  
 2019 Washington Street East  
 Charleston, WV 25305  
 Phone 304-558-2063

SALESPERSON	RFQ/PO Number/GSA#	PAYMENT TERMS	FOB
April T. Brown	TAX1700000003	30	DESTINATION

QTY	VENDOR/MFR PART#	DESCRIPTION	UNIT PRICE	TOTAL PRICE
5	WS-C3850-48F-L	Cisco Catalyst 3850 48 Port Full PoE LAN Base	\$6,290.00	\$31,450.00
5	CON-SNT-WSC388FL	SNTC-8X5XNBD Cisco Catalyst 3850 48 Port Full PoE LAN - 5 YEARS	\$2,687.00	\$13,435.00
5	S3850UK9-36E	CAT3850 Universal k9 image	\$0.00	\$0.00
5	C3850-NM-4-10G	Cisco Catalyst 3850 4 x 10GE Network Module	\$2,174.00	\$10,870.00
5	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
5	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$0.00	\$0.00
5	PWR-C1-1100WAC	1100W AC Config 1 Power Supply	\$0.00	\$0.00
5	PWR-C1-BLANK	Config 1 Power Supply Blank	\$0.00	\$0.00
5	C3850-RAC-KIT=	Rack mount kit for Cisco Catalyst 3850 Series	\$0.00	\$0.00
SubTotal				\$55,755.00
1	WS-C3850-24T-L	Cisco Catalyst 3850 24 Port Data LAN Base	\$2,947.00	\$2,947.00
1	CON-SNT-WSC384TL	SNTC-8X5XNBD Cisco Catalyst 3850 24 Port Data LAN Base - 5 YEARS	\$1,227.00	\$1,227.00
1	S3850UK9-36E	CAT3850 Universal k9 image	\$0.00	\$0.00
1	C3850-NM-4-1G	Cisco Catalyst 3850 4 x 1GE Network Module	\$307.50	\$307.50
1	CAB-TA-NA	North America AC Type A Power Cable	\$0.00	\$0.00
1	STACK-T1-50CM	50CM Type 1 Stacking Cable	\$0.00	\$0.00
1	PWR-C1-350WAC	350W AC Config 1 Power Supply	\$0.00	\$0.00
1	PWR-C1-BLANK	Config 1 Power Supply Blank	\$0.00	\$0.00
1	C3850-RAC-KIT=	Rack mount kit for Cisco Catalyst 3850 Series	\$0.00	\$0.00
SubTotal				\$4,481.50
2	WS-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base	\$3,731.00	\$7,462.00
2	CON-SNT-WSC296XL	SNTC-8X5XNBD Catalyst 2960-X 48 GigE PoE 740W, 2 x 10 - 5 YEARS	\$1,886.00	\$3,772.00
2	CAB-L620P-C13-US	Power Cord, 250VAC, 15A, NEMA L6-20 to C13, US	\$0.00	\$0.00

Thank You For Your Business!

QTY	VENDOR/MFR PART#	DESCRIPTION	UNIT PRICE	TOTAL PRICE
2	PWR-CLP	Power Retainer Clip For 3560-C, 2960-C and 2960-L Switches	\$0.00	\$0.00
2	EW-JX-50SW	Key for Cisco EnergyWise Mgmt (JouleX) 45-day trial License	\$0.00	\$0.00
2	STK-RACKMOUNT-1RU=	Rack Mount Kit for 1RU Catalyst 1900,2900XL,3500XL / FastHub	\$0.00	\$0.00
SubTotal				\$11,234.00
1	ASA5508-K9	ASA 5508-X with FirePOWER services, 8GE, AC, 3DES/AES	\$2,250.00	\$2,250.00
1	CON-SNT-ASA5508K	SNTC-8X5XNBD ASA 5508-X with Fire - 5 YEARS	\$1,613.00	\$1,613.00
1	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
1	SF-ASA-K-9.6-K8	ASA 9.6 Software image for ASA 5506/5508/5516 series	\$0.00	\$0.00
1	SF-ASA-FP5.4.1-K9	Cisco FirePOWER Software v5.4.1 for ASA 5500-X	\$0.00	\$0.00
1	ASA5508-CTRL-LIC	Cisco ASA5508 Control License	\$0.00	\$0.00
1	ASA5508-SSD	ASA 5508-X SSD	\$0.00	\$0.00
1	ASA5500-SC-5	ASA 5500 5 Security Contexts License	\$2,304.70	\$2,304.70
1	ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
1	ASA5508-BRACKET=	ASA 5508-X Bracket Spare	\$49.30	\$49.30
SubTotal				\$6,217.00
1	C2951-CME-SRST/K9	2951 Voice Bundle w/PVDM3-32,FL-CME-SRST-25,UC Lic,FL-CUBE10	\$5,589.65	\$5,589.65
1	CON-SSSNT-2951CMST	SOLN SUPP 8X5XNBD 2951 UC Bun PVDM3-32FL-CME-SRST-25UC Lic - 5 YEARS	\$4,742.50	\$4,742.50
1	2900-ZTD-CFG	Zero-touch deployment default config for 29xx ISR	\$0.00	\$0.00
1	PWR-2921-51-AC	Cisco 2921/2951 AC Power Supply	\$0.00	\$0.00
1	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
1	PVDM3-32	32-channel high-density voice DSP module	\$0.00	\$0.00
2	FL-CUBEE-5	Unified Border Element Enterprise License - 5 sessions	\$0.00	\$0.00
1	MEM-2951-512MB-DEF	512MB DRAM (1 512MB DIMM) for Cisco 2951 ISR (Default)	\$0.00	\$0.00
1	SL-29-IPB-K9	IP Base License for Cisco 2901-2951	\$0.00	\$0.00
1	FL-CME-SRST-25	SRST-25 Seat License (CME uses CUCME Phone License ONLY)	\$0.00	\$0.00
1	ISR-CCP-EXP	Cisco Config Pro Express on Router Flash	\$0.00	\$0.00
2	SM-S-BLANK	Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR	\$0.00	\$0.00
1	SL-29-UC-K9	Unified Communication License for Cisco 2901-2951	\$0.00	\$0.00
1	MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR	\$0.00	\$0.00
4	HWIC-BLANK	Blank faceplate for HWIC slot on Cisco ISR	\$0.00	\$0.00
1	S2951UK9-15501T	Cisco 2951 IOS UNIVERSAL	\$0.00	\$0.00
1	SL-29-SEC-K9	Security License for Cisco 2901-2951	\$737.50	\$737.50
1	FL-CME	Cisco Communications Manager Express (CME) License	\$0.00	\$0.00
1	STK-RACKMOUNT-1RU=	Rack Mount Kit for 1RU Catalyst 1900,2900XL,3500XL / FastHub	\$15.35	\$15.35
SubTotal				\$11,085.00

Thank You For Your Business!



QTY	VENDOR/MFR PART#	DESCRIPTION	UNIT PRICE	TOTAL PRICE
			SUBTOTAL	\$88,772.50
			SALES TAX	\$0.00
			TOTAL	\$88,772.50

An 8(a) SBA Certified / Minority WOSB/ EDWOSB/ SDB

TAX ID# 20-5923448 / DUNS# 793744439 / CAGE CODE# 4YA09

We Accept Master Card, VISA, AMEX, and Discover. Additional fees will apply

PLEASE NOTE ALL CISCO PRODUCTS ARE BUILT TO ORDER AND ALL COPONENTS OFFERED IN SOME OF THE CONFIGURATIONS HAVE TO BE CHOSEN.

THIS IS PROMO PRICING

**QUOTES ARE VALID FOR 30 DAYS FROM THE RECEIPT OF QUOTATION AND PRICES ARE SUBJECT TO CHANGE  
MAKE CHECKS PAYABLE TO: TRUTH TECHNOLOGY INC.**

**Thank You For Your Business!**