



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 @ 1

List View

- General Information**
- Contact
- Default Values
- Discount
- Document Information
- Clarification Request

Procurement Folder: 1022556

Procurement Type: Central Contract - Fixed Amt

Vendor ID:

Legal Name: Digital One Technology

Alias/DBA:

Total Bid: \$141,492.24

Response Date:

Response Time:

Responded By User ID:

First Name:

Last Name:

Email:

Phone:

SO Doc Code: CRFQ

SO Dept: 0433

SO Doc ID: LIB2200000008

Published Date: 4/18/22

Close Date: 4/28/22

Close Time: 13:30

Status: Closed

Solicitation Description:

Total of Header Attachments: 1

Total of All Attachments: 1



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

**State of West Virginia  
 Solicitation Response**

<b>Proc Folder:</b>	1022556	
<b>Solicitation Description:</b>	WVLC Wireless Access Points	
<b>Proc Type:</b>	Central Contract - Fixed Amt	
<b>Solicitation Closes</b>	<b>Solicitation Response</b>	<b>Version</b>
2022-04-28 13:30	SR 0433 ESR04262200000006699	1

<b>VENDOR</b>
VS0000040299 Digital One Technology

**Solicitation Number:** CRFQ 0433 LIB2200000008

**Total Bid:** 141492.2399999999906867742538 **Response Date:** 2022-04-26 **Response Time:** 14:45:29

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Joseph E Hager III  
 (304) 558-2306  
 joseph.e.hageriii@wv.gov

<b>Vendor Signature X</b>	<b>FEIN#</b>	<b>DATE</b>
-------------------------------	--------------	-------------

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Wireless Access Point ENTER TOTAL BID AMOUNT FROM EXHIBIT A	1.00000	LS	141492.240000	141492.24

Comm Code	Manufacturer	Specification	Model #
43222640			

**Commodity Line Comments:** See attachment for further Pricing info.

**Extended Description:**

Please see attached Exhibit A Pricing Page.



*ProjectManagers@DigitalOneTechnology.com*

---

**State of West Virginia, Department of Administration**

% Mr. Joseph E. Hager, III, Purchasing Division

2019 Washington Street East

Charleston, WV 25305

[Joseph.E.HagerIII@WV.Gov](mailto:Joseph.E.HagerIII@WV.Gov)

304-558-2306

---

Dear Mr. Hager,

Thank you for your consideration of our proposal in response to CRFQ 0433 LIB2200000008. We are pleased to submit this proposal for your consideration!

Digital One is a full service technology company with experience across the spectrum of the corporate networking field. We offer 25 years of experience in CAT5, CAT6, Telephony, CO-AX, Cabling, Rack Installation, Full Network Design and Maintenance, Closed Circuit and IP camera and surveillance equipment, Access Control, and are a top provider of expert IT Consultant services with a long list of satisfied customers. Working with large and small ISP's for limited and unlimited services, Digital One provides hosting for phone, email, or website services and can perform application integration for cloud software. Additionally, our technicians are CompTIA, CCNA and Microsoft Certified, just to name a few.

In the proposal, you will find more information concerning Digital One as a business, our philosophy, and our dedicated staff, the number of which is sufficient to immediately begin work on this project. This proposal shall be valid for sixty (60) calendar days upon submission.

In closing, we thank you again for your consideration of the proposal to follow this cover letter.

Sincerely,

**Paul McDowell**, R&D Project Manager

[Paul@DigitalOneTechnology.com](mailto:Paul@DigitalOneTechnology.com)

---

**SPIN:** 143053090 / **SCC ID:** 0715926-2 / **TIN/EIN:** 27-1171974 / **DUNS:** 023230556



State of West Virginia, Department of Administration

CRFQ 0433 LIB2200000008

## Table of Contents

---

Specific Content	Page Number
About Us / Our Staff	4
Original RFP Document	7
Exhibit A	11
Certificate of Insurance	12
Product Declaration	13
Compliance Statements	14
Intellectual Property Rights (Disclosure)	16
References	17
Vendors Page	18
Closing	19

---

# CRFQ 0433 LIB2200000008: WIRELESS ACCESS POINTS

For your consideration, Digital One Technology presents the following proposal in response to the above-referenced Request for Quotes taking submissions until Thursday, April 28th, 2022.



# About Us & Our Staff

Digital One is a full service technology company with experience across the spectrum of the corporate networking field.

We offer 25 years of experience in CAT5, CAT6, Telephony, CO-AX, Cabling, Rack Installation, Full Network Design and Maintenance, Closed Circuit and IP camera and surveillance equipment, Access Control, and are a top provider of expert IT Consultant services with a long list of satisfied customers.

Working with large and small ISP's for limited and unlimited services, Digital One provides hosting for phone, email, or website services and can perform application integration for cloud software.

Additionally, our technicians are CompTIA, CCNA and Microsoft Certified, just to name a few.

Digital One Technology is located at 5521 Fort Avenue Lynchburg, VA 24502, which allows for a centralized location as our operations stretch all over the Commonwealth of Virginia and into neighboring states (West Virginia, Maryland, North Carolina, and the D.C. area).

We have been providing quality IT services for over 25 years, and are made up of over 20 employees of varying job descriptions.

Digital One knows and understands the IT industry and technology, and our mission is to put our expertise to work in your business or organization to provide positive benefits, value, and a great return on your investment in our services.

CEO	Project Managers	
Mark Lindy	Paul McDowell	Linda Peterson
		



**Mark Lindy**

**CEO**

Mark W. Lindy is the founder and CEO of Digital One Technology, the best source of Information Technology Services. Mark serves a number of non-profit organizations and local churches, providing for their Information Technology needs and serves on the Board of Directors of Parkview Community Missions in Lynchburg, VA.

Mark began pursuing Information Technology as a teenager, and began working in the field once he graduated from high school. He has continued to pursue as much education as possible in the IT world. Mark has developed an incredible reputation locally as both a visionary and leader of business.

As our CEO, Mark has formed Digital One Technology into the most accurate and efficient IT service provider, as well as a major contributor of time and money to community-based non-profit needs. Mark's noble vision for Digital One Technology includes defending businesses from various IT threats, generously donating and/or providing hardware and software to establishments who aim to serve those in need, and having the courage to pursue to higher heights in the IT industry, making Digital One Technology an asset to the business world and to the local community.

Mark holds the following technology certifications:

CompTIA Certifications							
A+	Network+	Server+	Security+	Project+	Secure Infrastructure Specialist	Network Infrastructure Professional	IT Operations Specialist

  

Commonwealth of Virginia Certifications		
DCJS	Compliance Agent	Electronic Security

  

Microsoft Certifications		
MCSE	MCP	MSDST

  

Cisco Certifications
CCNA

Mark now works tirelessly as our CEO to train up the next generation of technicians and to be the visionary for the future mold of IT Business Management.



Paul McDowell serves as one of our knowledgeable Project Managers here at Digital One Technology where he oversees the coordination of large-scale projects.

Paul is a graduate of Liberty University where he obtained a Bachelor’s Degree in Computer Science, and has over 29 years of experience in the Information Technology sector.

While he holds many Technology certifications, Paul’s most notable ones include:

Commonwealth of Virginia Certifications		
DCJS	Compliance Agent [REDACTED]	Scales Certification

BICSI
-------



Linda Peterson is an experienced Project Management Professional.

She has operations and account management experience in retail as well as manufacturing with procurement experience in the manufacturing and telecommunications sectors.

Her recent project experience in commercial construction adds to her well-rounded knowledge of scheduling and product management.

Linda holds the following certifications:

Missouri Southern State University
Bachelor’s of Arts in Sociology w/ a double minor in HR Management and Spanish



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

State of West Virginia  
 Centralized Request for Quote  
 Info Technology

<b>Proc Folder:</b> 1022556			<b>Reason for Modification:</b>
<b>Doc Description:</b> WVLC Wireless Access Points			
<b>Proc Type:</b> Central Contract - Fixed Amt			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2022-04-18	2022-04-28 13:30	CRFQ 0433 LIB2200000008	1

**BID RECEIVING LOCATION**

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

**VENDOR**

**Vendor Customer Code:** VS0000040299  
**Vendor Name :** Digital One Technology  
**Address :** 5521  
**Street :** Fort Avenue  
**City :** Lynchburg  
**State :** VA **Country :** USA **Zip :** 24502  
**Principal Contact :** Mark Lindy  
**Vendor Contact Phone:** 434-509-1515 **Extension:**

**FOR INFORMATION CONTACT THE BUYER**

Joseph E Hager III  
 (304) 558-2306  
 joseph.e.hageriii@wv.gov

**Vendor Signature X** *Mark Lindy* **FEIN#** 27-1171974 **DATE** 04-26-2022

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

**ADDITIONAL INFORMATION**

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Library Commission to establish a contract for the one-time purchase of one hundred-seventy-one (171) wireless access points (WAPs) networking equipment per the attached documentation.

INVOICE TO		SHIP TO	
LIBRARY COMMISSION CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV US		LIBRARY COMMISSION CULTURE CENTER 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Wireless Access Point ENTER TOTAL BID AMOUNT FROM EXHIBIT A	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
43222640			

**Extended Description:**  
Please see attached Exhibit A Pricing Page.

**SCHEDULE OF EVENTS**

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Question deadline 4:00 p.m.	2022-04-22

	Document Phase	Document Description	Page
LIB220000008	Final	WVLC Wireless Access Points	3

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Name, Title) Paul McDowell, R&D Project Manager

(Printed Name and Title) Paul McDowell, R&D Project Manager

(Address) 5521 Fort Avenue Lynchburg, VA 24502

(Phone Number) / (Fax Number) 434-509-1515

(email address) Paul@DigitalOneTechnology.com / ProjectManagers@DigitalOneTechnology.com

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated 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.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Digital One Technology

(Company)

Mark Lindy, CEO

(Authorized Signature) (Representative Name, Title)

Mark Lindy, CEO

04-26-2022

(Printed Name and Title of Authorized Representative) (Date)

434-509-1515

(Phone Number) (Fax Number)

Mark@DigitalOneTechnology.com / ProjectManagers@DigitalOneTechnology.com

(Email Address)

### EXHIBIT A - PRICING PAGE

Spec #	Description	Alternate Part # and Description of or equal Products	Qty (Each)	Unit Price	Extended Price Total
3.1.1	Extreme Networks Wireless Wi-Fi6 2x2 Access Points AP305C-WW, part number AP305C-FCC, or Equal		171	\$437.45	\$ 74,803.95
3.1.2	Extreme Networks EW TAC & OS AP305C, part number 97000-AP305C-FCC, or Equal		171	\$21.84	\$ 3,734.64
3.1.3	Extreme Cloud IQ Pilot SaaS Subscription, part number XIQ-PIL-S-C-EW-5YR, or Equal		171	\$368.15	\$ 62,953.65

TOTAL BID AMOUNT (Includes Shipping Charges):

141,492.24

***Vendors should complete the contract coordinator information below:***

<b>VENDOR NAME:</b>	Digital One Technology
<b>CONTRACT MANAGER:</b>	Paul McDowell
<b>PHONE:</b>	434-509-1515
<b>FAX:</b>	
<b>EMAIL:</b>	Paul@DigitalOneTechnology.com

**AUTHORIZED REPRESENTATIVE:**

*Paul McDowell*      04-26-2022

(Signature)/(Date)





---

5521 Fort Ave, Suite 2  
Lynchburg, VA 24502

434-509-1515

# PRODUCT DECLARATION

---

All products offered in this proposal are:

- Brand new.
  - Not Used.
  - Not Refurbished.
- Under the manufacturer's own warranty.
- Licensed.

Additionally, all products offered in this proposal:

- Enhance transmission systems capacity.
- Improve the energy efficiency of vehicles, machinery, and other technologies.

Digital One Technology  
is a licensed reseller and installer  
for these products.

---



---

5521 Fort Ave, Suite 2  
Lynchburg, VA 24502

434-509-1515

### Background Check Compliance

Digital One Technology conducts routine and random background checks on all employees, including field technicians and project managers. Any Digital One Technology employee assigned to this project will have already undergone a background check and agrees to undergo new or additional background checks should it be requested or required of the individual/organization receiving products and/or services from Digital One Technology. Digital One Technology maintains this policy in order to identify any new convictions. In the event a new conviction is detected, will remove the offending employee from this project.

### Labor & Ethics Compliance

Digital One Technology maintains compliance with all labor laws and agrees to maintain compliance with any additional labor requirements set forth by the individual/organization receiving products and/or services from Digital One Technology. Additionally, Digital One Technology maintains compliance with the requirements of the Ethics in Public Contracting and Conflict of Interests Act of the Virginia Code.

### E-Rate Compliance

Digital One Technology will only ever quote the Lowest Corresponding Price when proposing pricing to individuals/organizations requesting proposals for products and or services in order to maintain E-Rate funding compliance.

Sincerely,

Mark Lindy, CEO

Digital One Technology



---

5521 Fort Ave, Suite 2  
Lynchburg, VA 24502

434-509-1515

Statement on NDAA Section 889

### **NDAA BACKGROUND**

The John S. McCain National Defense Authorization Act (NDAA) for Fiscal Year 2019 was signed into law on August 13, 2018.

The law, specifically Section 889, amongst other things, prohibits federal agencies, their contractors and grant or loan recipients from procuring or using “telecommunications and video surveillance equipment or services” from specific Chinese companies as a “substantial or essential component of any system, or as critical technology aspart of any system.”

The NDAA ban includes telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation, as well as video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, and their affiliated entities.

### **DIGITAL ONE TECHNOLOGY ON NDAA COMPLIANCE**

DIGITAL ONE TECHNOLOGY is pleased to inform whomever it may concern That any and all of the equipment we offer is Section 889 compliant.

Sincerely,

---

Mark Lindy, CEO  
Digital One Technology



---

*5521 Fort Ave, Suite 2  
Lynchburg, VA 24502*

*434-509-1515*

## **Intellectual Property Rights**

### *Disclosure*

---

- Digital One Technology alone shall own all right, title and interest, including all related Intellectual Property Rights, in and to our Technology, the Content and the Service and any suggestions, ideas, enhancement requests, feedback, recommendations or other information provided by you or any other party relating to the Service.
- This Agreement is not a sale and does not convey to you any rights of ownership in or related to the Service, the Service Provider's Technology or the Intellectual Property Rights owned by Digital One Technology.
- The Digital One Technology name, the Digital One Technology logo, and the product names associated with the Service are trademarks of Digital One Technology or third parties, and no right or license is granted to use them.

# References

RHEMA Child Development Center	
Dr. Adolph Brown	(434) 847-0257
321 Alleghany Ave, Lynchburg, VA 24501	

From Dr. Adolph Brown:

“I highly recommend Digital One for their professionalism. They are an outstanding company, and are good people to work with. Very professional and courteous service.”

Brady & Crist Dentists	
Dr. Frank Crist, Sr.	(434) 239-2651
8116 Timberlake Rd Unit 100, Lynchburg, VA 24502	

From Dr. Frank Crist, Sr.:

“Extremely professional, courteous and very knowledgeable. They have been our IT Security Team for 15 years, and I highly recommend them. Wouldn't know what to do without them.”

Parkview Community Mission		
Lisa Price	434-845-8468	Info@ParkViewMission.org
2420 Memorial Avenue Lynchburg, VA 24501		

Between the years of 2020 and 2021, Digital One Technology has served as the sole internet provider to Parkview Community Mission.

Community Access Network	
(434) 200-3366	info@communityaccessnetwork.org
2420 Memorial Avenue Lynchburg, VA 24501	

Between the years of 2020 and 2021, Digital One Technology has served as the sole provider of internet access, phone systems, and fax capabilities to the Community Access Network.

*We are proud to offer products from these fine vendors!*



# CLOSING

Digital One is thankful for your consideration of our proposal!

For further information about Digital One, please contact us:

*By Email:*

[ProjectManagers@DigitalOneTechnology.com](mailto:ProjectManagers@DigitalOneTechnology.com)

*By Phone:*

434-509-1515

*At our Website:*

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