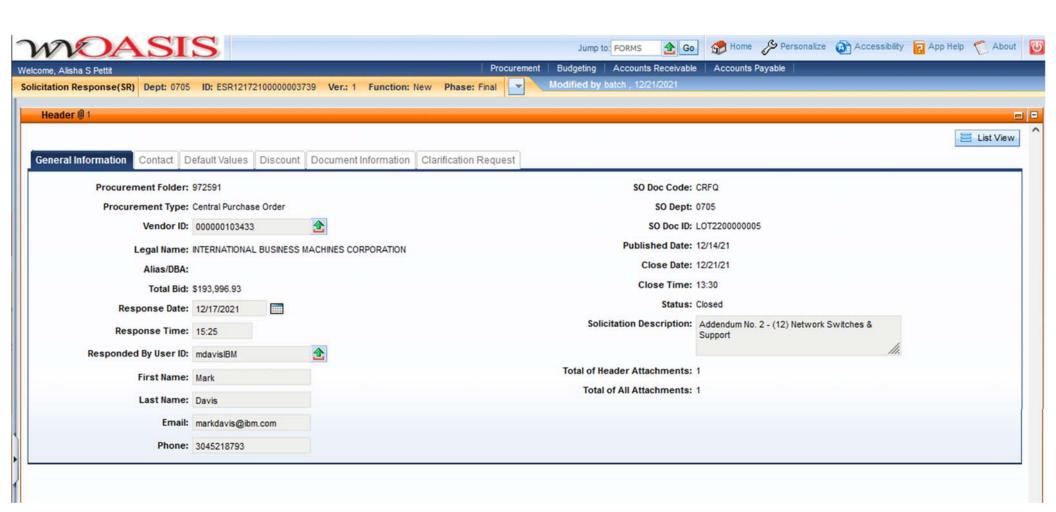
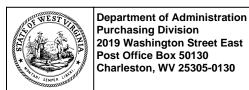


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

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.





State of West Virginia Solicitation Response

Proc Folder: 972591

Solicitation Description: Addendum No. 2 - (12) Network Switches & Support

Proc Type: Central Purchase Order

 Solicitation Closes
 Solicitation Response
 Version

 2021-12-21 13:30
 SR 0705 ESR12172100000003739
 1

VENDOR

000000103433

INTERNATIONAL BUSINESS MACHINES CORPORATION

Solicitation Number: CRFQ 0705 LOT2200000005

Total Bid: 193996.9299999999930150806903 **Response Date:** 2021-12-17 **Response Time:** 15:25:36

Comments:

FOR INFORMATION CONTACT THE BUYER

Toby L Welch (304) 558-8802 toby.l.welch@wv.gov

Vendor

Signature X FEIN# DATE

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

Date Printed: Dec 22, 2021 Page: 1 FORM ID: WV-PRC-SR-001 2020/05

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--|-----|------------|------------|-----------------------------|
| 1 | Network Switches and Support for (3) Years | | | | 193996.93 |

| Comm Code | Manufacturer | Specification | Model # | |
|-----------|--------------|---------------|---------|--|
| 43222612 | | | | |
| | | | | |

Commodity Line Comments: Please see the Exhibit A breakdown included in the response submission attachment.

Extended Description:

Network Switches and Support:

Vendor must enter the Grand Total Amount from Exhibit A here. Vendor must include Exhibit A with their bid submission.

Date Printed: Dec 22, 2021 Page: 2 FORM ID: WV-PRC-SR-001 2020/05



The State of West Virginia

The West Virginia Lottery

IBM's response quote for RFQ 0705 LOT2200000005 -Replacement of (12) Network Switches & Support for (3) Years

Close date: December 21, 2021

Contact: Sandra Cruz Sandra.Cruz@ibm.com 786-575-3606



Table of Contents

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| Designated Contact / Certification and Signature | |
| Addendum Acknowledgement | |
| Exhibit A - Pricing | |
| | |
| Disclaimer | 6 |





November 30, 2021

West Virginia Lottery:

IBM is pleased to respond to the Lottery's Request for Quote (RFQ) 0705 LOT2200000005 – Replacement of (12) Network Switches & Support for (3) Years.

IBM understands that the West Virginia Lottery is looking for a trusted vendor with proven experience and expertise for providing reliable replacement of network switches and support for Cisco Products. IBM holds a Global Gold Certification for Cisco products, the highest tier a vendor can possess. In fact, IBM's Global Gold Cisco Certification provides better all-around value than even SmartNet Total Care.

Our IBM experts are simply unparalleled in this space, as well as our operational mastery for projects such as this. We are the partner the West Virginia Lottery is looking for. For decades IBM has been perfecting the right mix of skills and experience across staff that make projects successful. IBM's maintenance and support experts will provide the West Virginia Lottery with talented and experienced resources who bring the depth and breadth of expertise required to seamlessly support your needs and guide you to maximize the value inherent in the technology.

IBM has proctored a deep relationship with the State of West Virginia over the decades, and we have been involved in countless projects which have enriched the lives of so many West Virginians. IBM also casts a wide employee footprint inside the State of West Virginia, with many of them residing in-state and passionate about our company deepening ties through this support and maintenance endeavor.

IBM confirms that we meet all the mandatory requirements listed in Section 3 of the RFQ.

IBM is excited to offer our Quote to the West Virginia Lottery.

Sandra Cruz

Business Development, Multi-Vendor Services Sandra.Cruz@ibm.com 786-575-3606



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

Proc Folder: 972591

Doc Description: Replacement of (12) Network Switches & Support for (3) Years

Proc Type: Central Purchase Order

Date Issued Solicitation Closes Solicitation No Version

2021-12-01 2021-12-16 13:30 CRFQ 0705 LOT2200000005 1

BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION 2019 WASHINGTON ST E

CHARLESTON WV 25305

บร

VENDOR

Vendor Customer Code: 000000103433

Vendor Name: IBM

Address: 1 New Orchard Road

Street:

City: Armonk

State: New York Country: USA Zip: 10504

Principal Contact: Sandra Cruz

Vendor Contact Phone: 786-575-3606 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Toby L Welch (304) 558-8802 toby.l.welch@wv.gov

Vendor Signature X

FEIN# 130871985

DATE December 17, 2021

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

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.

| Sandra Cruz, Sales Executive |
|---|
| (Name, Title) Sandra Cruz, Sales Executive |
| (Printed Name and Title) 325 Bill France Blvd., Daytona Beach, FL 32114 |
| (Address) |
| 786-575-3606 |
| (Phone Number) / (Fax Number) |
| Sandra.Cruz@ibm.com |
| (email address) |

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation 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 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.

| IBM | |
|---|---|
| (Company) | |
| (Authorized Signature) (Representative Name, Title) | |
| Sandra Cruz, Sales Executive | |
| (Printed Name and Title of Authorized Representative) | - |
| December 17, 2021 | |
| (Date) | |
| 786-575-3606 | |
| (Phone Number) (Fax Number) | |

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: CRFQ LOT22*5

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)

| [> | (] | Addendum No. 1 | [|] | Addendum No. 6 |
|----|-----|----------------|---|---|-----------------|
| [x | (] | Addendum No. 2 | [|] | Addendum No. 7 |
| [|] | Addendum No. 3 | [|] | Addendum No. 8 |
| [|] | Addendum No. 4 | [|] | Addendum No. 9 |
| [|] | Addendum No. 5 | [|] | 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.

| | IBM |
|------|----------------------|
| 100 | Company |
| 1/1/ | |
| | Authorized Signature |
| | December 17, 2021 |
| | Date |

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

Revised 6/8/2012

Exhibit A - Pricing Page Network Equipment

| Item# | Item Description | Unit of Measure | Unit Price | Qty | Extended Price |
|-------|--|--------------------|------------|---------------------|----------------|
| 3.1.1 | Cisco Catalyst 9300 Switches (C9300-48U-A) or Equal | Each | | 10 | \$145,477.49 |
| 3.1.2 | Cisco Catalyst 9300 Series Switches (C9300-24U-A) or Equal | Each | | 2 | \$19,738.24 |
| 3.1.3 | Extended Service Agreement - Cisco Smart Net Total Care or Equal *see Exhibit B - BOM | Month | | 36 | \$28,781.20 |
| | | | | Total Bid Amount | \$193,996.93 |

Disclaimer



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Neither IBM nor you have any obligations or liability to the other unless our authorized representatives enter into definitive written agreement. Terms included in this proposal are not binding unless they are included in such a written agreement. IBM and the State of West Virginia will mutually agree on terms and conditions upon award of contract.

This proposal is valid for 120 days unless otherwise noted. The prices quoted here reflect IBM's current prices as of the date of quote, for the applicable model/configuration.