



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: 972591

Procurement Type: Central Purchase Order

Vendor ID: 000000103433 

Legal Name: INTERNATIONAL BUSINESS MACHINES CORPORATION

Alias/DBA:

Total Bid: \$193,996.93

Response Date: 12/17/2021 

Response Time: 15:25

Responded By User ID: mdavisIBM 

First Name: Mark

Last Name: Davis

Email: markdavis@ibm.com

Phone: 3045218793

SO Doc Code: CRFQ

SO Dept: 0705

SO Doc ID: LOT2200000005

Published Date: 12/14/21

Close Date: 12/21/21

Close Time: 13:30

Status: Closed

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

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**

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

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.



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*





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1 New Orchard Road
Armonk, New York 10504-1722

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			Reason for Modification:
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
 US

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)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" 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.

IBM

Company



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 <i>*see Exhibit B - BOM</i>	Month		36	\$28,781.20
				Total Bid Amount	\$193,996.93

Disclaimer



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IBM Corporation

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.