

Vendor Name: Alpha Technologies

Buyer: Toby L Welch

Solicitation NO: CRFQ DRS2200000012

Bid Opening Date: Thursday June2, 2022

Bid Opening Time: 1:30 PM

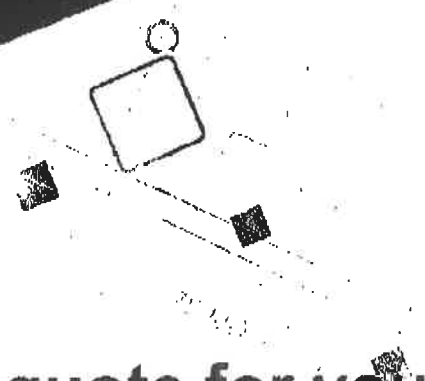
Fax Number: 304-558-3970

06/02/2022 16:21:15  
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**WV Division of Rehabilitation Services**



**We have prepared a quote for you**

**RFP for Network Switches and Related  
Equipment**

**Quote #1005517**

Version 1

☎ 304-201-7485

🌐 [www.alpha-tech.us](http://www.alpha-tech.us)

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Phone: 304-201-7485

Email: bnoble@alpha-tech.us

Web: www.alpha-tech.us

## Hardware

Description	Price	Qty	Ext. Price
10071H 1000BASE-SX SFP 10 Pack Industrial Temp	\$1,818.78	3	\$5,456.34
16535 X440-G2-48p-10GE4	\$3,442.47	12	\$41,309.64
97004-16535 EW NBD AHR - 16535 This Term: 365 Days	\$314.76	12	\$3,777.12
5601313-U1 Power Cord 13A NEMA 5-15P C13	\$13.22	12	\$158.64
10304 10 Gigabit Ethernet SFP Passive Cable Assembly 1m Length	\$81.13	4	\$324.52
16533 X440-G2-24p-10GE4	\$2,155.93	15	\$32,338.95
97004-16533 EW NBD AHR - 16533 This Term: 365 Days	\$202.41	15	\$3,036.15
10061 Power Cord 10A NEMA 5-15P IEC320-C13	\$8.28	15	\$124.20
Cisco Integrated Services Router 4331 - Router - GigE - WAN ports: 3 - rack-mountable	\$2,794.19	1	\$2,794.19
Cisco Solution Support - Extended service agreement - replacement - 8x7 - response time: next day - for P/N: ISR4331/K9, ISR4331/K9-RF, ISR4331/K9-WS, ISR4331R/K9	\$777.87	1	\$777.87
Cisco IOS IP Base - License - for P/N: C1-CISCO4351T-P/K9, ISR4321-PM20, ISR4331-PM20, ISR4431-PM20, ISR4451-PM20	\$0.00	1	\$0.00
Cisco - Power supply - AC 100/240 V - for Integrated Services Router 4331	\$0.00	1	\$0.00
Cisco - Power cable - IEC 60320 C13 to NEMA 5-15 (M) - 8 ft - United States - for Catalyst 3560V2-24PS, 3560V2-24TS, 3560V2-24TS-SD, 3560V2-48PS, 3560V2-48TS	\$0.00	1	\$0.00
Cisco - Flash memory card - 4 GB - CompactFlash - for Integrated Services Router 4321, 4331, 4351	\$0.00	1	\$0.00
Cisco - Faceplate blank cover - for Cisco 4451-X	\$0.00	2	\$0.00
Cisco - DDR3 - module - 4 GB - DIMM 240-pin - unbuffered - ECC - for Integrated Services Router 4321, 4331, 4351	\$0.00	1	\$0.00

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Description	Price	Qty	Ext. Price
Cisco Removable faceplate for SM slot - Faceplate blank cover - for Cisco 2901, 2911, 2921, 2951, 3925, 3925 ES24, 3925E, 3945, 3945 ES24, 3945E	\$0.00	1	\$0.00
Cisco IOS XE Universal - (v. 17.3) - license - for P/N: ISR4321-PM20, ISR4331-PM20, ISR4351-PM20, ISR4431-PM20, ISR4451-PM20	\$0.00	1	\$0.00
Cisco SMARTnet Solution Support - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: ISR4331/K9, ISR4331/K9-RF, ISR4331/K9-WS, ISR4331R/K9	\$2,895.42	1	\$2,895.42
Cisco Integrated Services Router 4321 - Router - GigE - WAN ports: 2 - rack-mountable	\$1,717.20	10	\$17,172.00
Cisco Solution Support - Extended service agreement - replacement - 8x7 - response time: next day - for P/N: ISR4321/K9, ISR4321/K9-RF, ISR4321/K9-WS, ISR4321R/K9	\$520.76	10	\$5,207.60
Cisco IOS IP Base - License - for P/N: C1-CISCO4351T-P/K9, ISR4321-PM20, ISR4331-PM20, ISR4431-PM20, ISR4451-PM20	\$0.00	10	\$0.00
Cisco - Power supply - hot-plug / redundant (plug-in module) - for Integrated Services Router 4321	\$0.00	10	\$0.00
Cisco - Power cable - IEC 60320 C6 to NEMA 5-15 (M) - 8 ft - United States - for Small Business PVC300 Pan Tilt Optical Zoom Internet Camera	\$0.00	10	\$0.00
Cisco - Flash memory card - 4 GB - CompactFlash - for Integrated Services Router 4321, 4331, 4351	\$0.00	10	\$0.00
Cisco - Memory - module - 4 GB - for Integrated Services Router 4321	\$0.00	10	\$0.00
Cisco - Faceplate blank cover - for Cisco 4451-X	\$0.00	20	\$0.00
Cisco IOS XE Universal - (v. 17.3) - license - for P/N: ISR4321-PM20, ISR4331-PM20, ISR4351-PM20, ISR4431-PM20, ISR4451-PM20	\$0.00	10	\$0.00
Cisco SMARTnet Solution Support - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: ISR4321/K9, ISR4321/K9-RF, ISR4321/K9-WS, ISR4321R/K9	\$1,936.38	1	\$1,936.38
Cisco Integrated Services Router 1101 - Router - 4-port switch - GigE - rack-mountable	\$842.07	10	\$8,420.70



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**Hardware**

Description	Price	Qty	Ext. Price
<b>Cisco Solution Support - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: C1101-4P, C1101-4P-RF, C1101-4P-WS</b>	\$476.05	10	\$4,760.50
<b>Cisco - Industrial temperature - power adapter - AC 100-240 V - 30 Watt - for Integrated Services Router 1109</b>	\$0.00	10	\$0.00
<b>Cisco IOS IP Base - License - 1 router - for Integrated Services Router 1111, 1112, 1113, 1116, 1117, 1118</b>	\$0.00	10	\$0.00
<b>Cisco IOS Security - License - 1 router - for Integrated Services Router 1111, 1112, 1113, 1116, 1117, 1118</b>	\$472.71	10	\$4,727.10
<b>Cisco - Power cable - IEC 60320 C13 to NEMA 5-15 (M) - 8 ft - United States - for Catalyst 3560V2-24PS, 3560V2-24TS, 3560V2-24TS-SD, 3560V2-48PS, 3560V2-48TS</b>	\$0.00	10	\$0.00
<b>Cisco IOS XE Universal - (v. 17.5) - license - for P/N: C1109-4PLTE2PWA, C1109-4PLTE2PWD, C1111-8PLTEAWA, C1117-4PLTEAWA, C1161-8PLTEP**</b>	\$0.00	10	\$0.00
<b>Cisco Solution Support - Extended service agreement - replacement - 8x5 - response time: NBD - for P/N: C1101-4P, C1101-4P-RF, C1101-4P-WS</b>	\$476.05	10	\$4,760.50
<b>Subtotal:</b>			<b>\$139,977.82</b>



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### RFP for Network Switches and Related Equipment

Prepared by:

**Alpha Technologies, Inc.**

Brian Noble  
304-201-7485  
bnoble@alpha-tech.us

Prepared for:

**WV Division of Rehabilitation Services**

107 Capitol Street - Lower Level  
Charleston, WV 25305  
Toby Welch  
(304) 558-8602  
toby.l.welch@wv.gov

Quote Information:

**Quote #: 1005517**  
Version: 1  
Delivery Date: 06/02/2022  
Expiration Date: 06/22/2022

### Quote Summary

Description	Amount
Hardware	\$139,977.82
<b>Total:</b>	<b>\$139,977.82</b>

Alpha Technologies, Inc.

WV Division of Rehabilitation Services

Signature: Brian Noble

Name: Brian Noble

Title: Account Manager

Date: 06/02/2022

Signature: \_\_\_\_\_

Name: Toby Welch

Date: \_\_\_\_\_

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## Terms and Conditions

Alpha Technologies, Inc. Quote Terms and Conditions

### Alpha Technologies, Inc.

#### Quote Terms and Conditions

The following Terms and Conditions shall apply to the attached Quote and all Services provided by Alpha Technologies, Inc. ("Alpha") to WV Division of Rehabilitation Services ("Customer"), under this Quote:

#### Functionality:

The items on the above reference Quote have been proposed per the client's specifications. If the Customer's specifications are found to be inadequate or otherwise unsuitable, Alpha may incur additional costs in fulfilling the requirements of this Quote, in which case Customer shall bear the cost of any related re-work or additional effort required by Alpha at Alpha's Standard Rates.

#### Additional Terms:

- 80% of the total in the form of a deposit shall be paid to Alpha in advance of placing related orders, and the remainder (net) shall be due and payable upon delivery.
- A 15% restocking fee shall be due and payable by Customer if any related order or portion thereof is canceled after merchandise has been shipped.
- Tax and Shipping will be added to the invoice, and shall be the responsibility of Customer.
- Hardware delivery, installation, and set-up will be billed at our Standard Rates. Alpha travel expenses and mileage are based on current government travel rates, which are subject to change without notice.
- Alpha Technologies Inc., explicitly disclaims any warranties, expressed or implied (including any warranty of fitness and merchantability) as to the hardware listed in this Quote. Manufacturer's warranties shall apply.
- Hardware not under a maintenance contract is subject solely to the manufacturer's warranty.
- Software configuration, installation and training will be billed at our Standard Rates.
- Alpha Technologies Inc., makes no representation or warranty as to the capabilities of any listed software to satisfy any need or stated requirement of the client.
- All installation, configuration, and training hours listed in the Quote are estimates. Actual hours will be billed as incurred at our Standard Rates.
- Customer shall ensure that Alpha has access to all areas and facilities necessary to complete the work under this Quote. All time estimates are based on immediate access to equipment and to areas of installation. Costs incurred by Alpha due to delay's resulting from Customer's failure to provide access as required to complete the work under this Quote shall be billed separately at Alpha's Standard Rates.
- Alpha shall not be liable for any indirect, special, or consequential damages or lost profits, arising from or related to this agreement or the performance or breach thereof, even if Alpha has been advised of the possibility thereof. Alpha's liability to the Customer hereunder, if any shall in no event exceed the total of the amounts paid to Alpha hereunder by the Customer.
- Alpha and Customer agree, upon execution of this Quote, and for one year thereafter, that each party is prohibited from, and shall refrain from, soliciting any employee or contractor of the other party, or to hire any employee or contractor of the other party. Violation of this prohibition shall result in the violating party immediately paying the violated party the equivalent of the employee or contractor's salary for the period of one year.
- Invoices are due and payable upon receipt. A periodic rate of one and one-half percent (1.5%) of the outstanding balance shall be charged monthly, as a finance charge, on any balance past due by more than thirty (30) days. In any case, the

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## Terms and Conditions

minimum monthly finance charge shall be \$1.50.

- Alpha's Standard Rates are those hourly rates in effect at the time this Quote is accepted by Customer, which shall be the rates billed to Customer.

### General Notes:

Our Terms and Conditions and required hours have been estimated to keep the cost of the customized system and equipment competitive and to be able to propose the latest in technology to our clients. We do not normally stock computers and we desire a commitment from the client to eliminate costly restocking and handling fees. With our terms: "80 percent deposit required to order; net upon delivery and installation", we can achieve these ends.