

COST-ORIGINAL

06/15/22 15:28:09  
WV Purchasing Division

COST  
PROPOSAL FOR:



West Virginia Office of Technology (WVOT)

06/16/2022

Statewide Contract for Data Transport Services  
CRFP 0212 SWC220000001

PREPARED BY:

Gregory Florence

Government Account Executive II

Greg.Florence@segra.com (304) 414-0411





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

State of West Virginia  
 Centralized Request for Proposals  
 Info Technology

Proc Folder: 1034853

Doc Description: Addendum #1 - Statewide Contract for Data Transport Services

**Reason for Modification:**

Addendum #1 is issued to change the bid opening date, attach vendor Q&A's, attach the Pre-Bid Sign-I..... See Page 2 for complete info

Proc Type: Statewide MA (Open End)

Date Issued	Solicitation Closes	Solicitation No	Version
2022-06-02	2022-06-16 13:30	CRFP 0212 SWC2200000001	2

**BID RECEIVING LOCATION**

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

**VENDOR**

Vendor Customer Code:

Vendor Name : Lumos Networks, LLC dba Segra

Address : 1200

Street : Greenbrier St

City : Charleston

State : WV

Country : USA

Zip : 25311

Principal Contact : Greg Florence

Vendor Contact Phone: 304-414-0411

Extension: NA

**FOR INFORMATION CONTACT THE BUYER**

Jessica L Hovanec  
 304-558-2314  
 jessica.l.hovanec@wv.gov

Signature X

FEIN# 84-1452950

DATE 6/10/22

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



# Cost Proposal



Freedom  
to grow.

Whatever your business dreams,  
we're building the network to get you there.

**SEGRA**<sup>SM</sup>



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## Glossary of Terms

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The following is Segra's interpretation of each Description of Service:

**Ethernet WAN Service** – Symmetrical Data Circuit that is an MPLS underlying network.

**SD-WAN Enabled Ethernet WAN Service** – This should be combined pricing of SD-WAN Service / Managed Router & Ethernet WAN Service.

- SD-WAN does not allow for bandwidths greater than 5Gbps; on your pricing sheet, there are slots for 7Gbps, 10Gbps, 20Gbps & 40Gbps, and those are not filled out as they are not selectable options at this time.
  - SD-WAN, due to equipment processing constraints at this time, reaches capacities of scale at 5Gbps.
  - To facilitate higher bandwidths (beyond 5Gbps), Segra encourages the use of leased router with Ethernet WAN service, which is included in the pricing sheet.

**Dedicated Internet Access** – This is a blend of Broadband Internet and Fiber-based Internet. Broadband options are available up to 1Gbps download. Larger bandwidths (2Gbps+) fiber medium is presumed.

**4G/5G Wireless Service** – Segra is offering AT&T and Verizon as wireless carrier options for this service with a CradlePoint 100E as the wireless modem.

**Leased Router** – Managed Segra Router, which is VeloCloud from 5Mb up to 5Gb; after 5G, we will be using FortiNet premise equipment as routers.

**Managed Internet Service** – Segra DDoS protected Internet with router packaged in.

**Demarc Extension** – The pricing listed on the Pricing Page only applies for DEMARC extensions 200 feet and beyond. There is no charge for any DEMARC extension under 200 feet.

Exhibit A - Pricing Page

**EXHIBIT A - PRICING PAGE**

The quantities indicated below (Column B) are the best estimate of network inventory near the time of release.  
 If the inventory changed after data capture or was missed during the data capture, it does not change the evaluation.  
 The evaluation will be based on the quantities represented in this section. Vendors must provide costs for each Service, including \$0 if applicable.  
 If there were not any current installations of a circuit type being requested under this RFP, it was represented with a quantity of 1 for evaluation purposes.  
 If a current circuit type was not being requested under this RFP, it was not included in this evaluation,  
 but was left in the inventory for vendor reference regarding a potential installation site.  
 Column D is calculated by multiplying twelve (12) months by Column B and Column C.  
 Column F is calculated by multiplying Column B and Column E to show the total cost for Non-Recurring.  
 Column G is calculated by adding Column D and Column F to show the total cost for both Annual and Non-recurring costs.

A	B	C	D	E	F	G
Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost -- Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC -- Calculated (B * E)	Total Cost ---- Calculated (D + F)
Ethernet WAN Service 5Mbps	40	\$218.00	\$104,640.00			\$104,640.00
Ethernet WAN Service 10Mbps	200	\$218.00	\$523,200.00			\$523,200.00
Ethernet WAN Service 25Mbps	40	\$235.00	\$112,800.00			\$112,800.00
Ethernet WAN Service 50Mbps	40	\$320.00	\$153,600.00			\$153,600.00
Ethernet WAN Service 100Mbps	50	\$375.00	\$225,000.00			\$225,000.00
Ethernet WAN Service 200Mbps	1	\$485.00	\$5,820.00			\$5,820.00
Ethernet WAN Service 300Mbps	5	\$505.00	\$30,300.00			\$30,300.00
Ethernet WAN Service 500Mbps	1	\$555.00	\$6,660.00			\$6,660.00
Ethernet WAN Service 1Gbps	5	\$739.00	\$44,340.00			\$44,340.00
Ethernet WAN Service 2Gbps	1	\$1,290.00	\$15,480.00			\$15,480.00
Ethernet WAN Service 3Gbps	1	\$1,765.00	\$21,180.00			\$21,180.00
Ethernet WAN Service 5Gbps	1	\$2,600.00	\$31,200.00			\$31,200.00
Ethernet WAN Service 7Gbps	1	\$2,950.00	\$35,400.00			\$35,400.00
Ethernet WAN Service 10Gbps	1	\$2,950.00	\$35,400.00			\$35,400.00
Ethernet WAN Service 20Gbps	1	\$3,450.00	\$41,400.00			\$41,400.00
Ethernet WAN Service 40Gbps	1	\$7,495.00	\$89,940.00			\$89,940.00
SD-WAN enabled Ethernet WAN Service 5Mbps	5	\$290.00	\$17,400.00			\$17,400.00
SD-WAN enabled Ethernet WAN Service 10Mbps	5	\$290.00	\$17,400.00			\$17,400.00
SD-WAN enabled Ethernet WAN Service 25Mbps	5	\$307.00	\$18,420.00			\$18,420.00
SD-WAN enabled Ethernet WAN Service 50Mbps	5	\$425.00	\$25,500.00			\$25,500.00
SD-WAN enabled Ethernet WAN Service 100Mbps	5	\$490.00	\$29,400.00			\$29,400.00
SD-WAN enabled Ethernet WAN Service 200Mbps	5	\$610.00	\$36,600.00			\$36,600.00
SD-WAN enabled Ethernet WAN Service 300Mbps	5	\$675.00	\$40,500.00			\$40,500.00
SD-WAN enabled Ethernet WAN Service 500Mbps	5	\$740.00	\$44,400.00			\$44,400.00
SD-WAN enabled Ethernet WAN Service 1Gbps	5	\$924.00	\$55,440.00			\$55,440.00
SD-WAN enabled Ethernet WAN Service 2Gbps	1	\$1,575.00	\$18,900.00			\$18,900.00
SD-WAN enabled Ethernet WAN Service 3Gbps	1	\$2,100.00	\$25,200.00			\$25,200.00
SD-WAN enabled Ethernet WAN Service 5Gbps	1	\$2,985.00	\$35,820.00			\$35,820.00
SD-WAN enabled Ethernet WAN Service 7Gbps	1					
SD-WAN enabled Ethernet WAN Service 10Gbps	1					
SD-WAN enabled Ethernet WAN Service 20Gbps	1					
SD-WAN enabled Ethernet WAN Service 40Gbps	1					
Dedicated Internet Access 50Mbps	1	\$157.00	\$1,884.00			\$1,884.00
Dedicated Internet Access 100Mbps	1	\$177.00	\$2,124.00			\$2,124.00
Dedicated Internet Access 500Mbps	1	\$385.00	\$4,620.00			\$4,620.00
Dedicated Internet Access 1Gbps	1	\$425.00	\$5,100.00			\$5,100.00
Dedicated Internet Access 2Gbps	1	\$1,390.00	\$16,680.00			\$16,680.00
Dedicated Internet Access 5Gbps	1	\$3,100.00	\$37,200.00			\$37,200.00
Dedicated Internet Access 10Gbps	1	\$4,022.00	\$48,264.00			\$48,264.00
Dedicated Internet Access 25Gbps	1	\$8,200.00	\$98,400.00			\$98,400.00
Dedicated Internet Access 40Gbps	1	\$12,500.00	\$150,000.00			\$150,000.00
4G/5G Wireless Service (Unlimited Data, no data throttling)	1	\$85.00	\$1,020.00			\$1,020.00
Leased Router (5mbps Service)	1	\$72.00	\$864.00			\$864.00
Leased Router (10mbps Service)	1	\$72.00	\$864.00			\$864.00
Leased Router (25mbps Service)	1	\$72.00	\$864.00			\$864.00
Leased Router (50mbps Service)	1	\$105.00	\$1,260.00			\$1,260.00
Leased Router (100mbps Service)	1	\$115.00	\$1,380.00			\$1,380.00

Leased Router (200Mbps Service)	1	\$125.00	\$1,500.00		\$1,500.00
Leased Router (300Mbps Service)	1	\$170.00	\$2,040.00		\$2,040.00
Leased Router (500Mbps Service)	1	\$185.00	\$2,220.00		\$2,220.00
Leased Router (1Gbps Service)	1	\$185.00	\$2,220.00		\$2,220.00
Leased Router (2Gbps Service)	1	\$285.00	\$3,420.00		\$3,420.00
Leased Router (3Gbps Service)	1	\$335.00	\$4,020.00		\$4,020.00
Leased Router (5Gbps Service)	1	\$385.00	\$4,620.00		\$4,620.00
Leased Router (7Gbps Service)	1	\$600.00	\$7,200.00		\$7,200.00
Leased Router (10Gbps Service)	1	\$600.00	\$7,200.00		\$7,200.00
Leased Router (20Gbps Service)	1	\$1,100.00	\$13,200.00		\$13,200.00
Leased Router (40Gbps Service)	1	\$2,500.00	\$30,000.00		\$30,000.00
Managed Internet Service (50Mbps)	1	\$450.00	\$5,400.00		\$5,400.00
Managed Internet Service (100Mbps)	1	\$510.00	\$6,120.00		\$6,120.00
Managed Internet Service (500Mbps)	1	\$940.00	\$11,280.00		\$11,280.00
Managed Internet Service (1Gbps)	1	\$1,125.00	\$13,500.00		\$13,500.00
Managed Internet Service (2Gbps)	1	\$1,790.00	\$21,480.00		\$21,480.00
Managed Internet Service (5Gbps)	1	\$3,650.00	\$43,800.00		\$43,800.00
Managed Internet Service (10Gbps)	1	\$5,272.00	\$63,264.00		\$63,264.00
Managed Internet Service (40Gbps)	1	\$16,800.00	\$201,600.00		\$201,600.00
<b>Total Annual Costs and Non-Recurring Costs</b>					
		\$105,445.00	\$2,655,948.00		\$2,655,948.00
<b>Miscellaneous Costs and information</b>					
	Provided by		Hourly Rate	Estimate of Hours	Total Cost
	Vendor (Y or N)	Subcontractor (Y or N)			
Extension of Circuit demarcation	Y		\$ 75.00	100	\$7,500.00
			Cost per Circuit Expedited	Estimate of Requests	Total Cost
Expedite Charge			\$ 100.00	100	\$10,000.00
<b>Overall Cost Summary</b>					
<b>Total Annual Costs and Non-Recurring Costs</b>					\$2,655,948.00
Extension of Circuit demarcation					\$7,500.00
Expedite Charge					\$10,000.00
<b>Total Cost for Evaluation</b>					<b>\$2,673,448.00</b>

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