



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

<b>Proc Folder:</b> 1111127		<b>Reason for Modification:</b>	
<b>Doc Description:</b> Addendum #2 Statewide Contract for Data Transport Services		Addendum #2 to modify the Terms and Conditions	
<b>Proc Type:</b> Statewide MA (Open End)			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2022-10-12	2022-10-13 13:30	CRFP 0212 SWC2300000001	3

**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 d/b/a Segra

Address : 1200

Street : Greenbrier St

City : Charleston

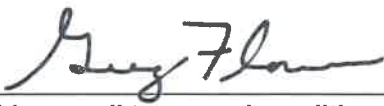
State : West Virginia Country : USA Zip : 25311

Principal Contact : Greg Florence

Vendor Contact Phone: (304) 414-0411 Extension: N/A

10/13/22 11:15:33  
 WV Purchasing Division

**FOR INFORMATION CONTACT THE BUYER**  
 Jessica L Hovanec  
 304-558-2314  
 jessica.l.hovanec@wv.gov

Vendor Signature X  FEIN# 84-1452950 DATE 10/13/2022

I offer subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION**

Amendment #2 to modify the Terms and Conditions.

The West Virginia Purchasing Division is soliciting responses on behalf of the West Virginia Office of Technology (WVOT) to provide statewide Wide Area Network (WAN) services that will be utilized by the WVOT and other Statewide agencies, per the specifications and terms and conditions as attached hereto.

\*\*\*\*ONLINE SUBMISSIONS FOR THIS REQUEST FOR PROPOSAL (RFP) ARE PROHIBITED\*\*\*\*

\*\*\*\*ADDITIONALLY, the Vendor should clearly separate and identify the cost proposal from the technical proposal in a separately sealed envelope.\*\*\*\*

INVOICE TO		SHIP TO	
ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
No City	WV 99999	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit of Measure	Unit Price	Total Price
1	Telecom/Data Transport Services - See Pricing Page	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
161700			

**Extended Description:**  
Telecom/Data Transport Services - See Pricing Page

SCHEDULE OF EVENTS		
Line	Event	Event Date

# Cost Proposal



Freedom  
to grow.

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

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

COST PROPOSAL FOR:



West Virginia Office of Technology (WVOT)

10/13/2022

Statewide Contract for Data Transport Services  
CRFP 0212 SWC230000001

PREPARED BY:

Gregory Florence

Government Account Executive II

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



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## Glossary of Terms



## Glossary of Terms

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 and Ethernet WAN service.

- SD-WAN does not allow for bandwidths greater than 5Gbps. Due to processing constraints at this time, SD-WAN reaches capacities of scale at 5Gbps (cumulative).

**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. Segra fiber-based circuits are inherently DDoS protected. Broadband circuits enabled with a Segra provided managed router or SD-WAN Edge can be tunneled back to the Segra internet pool allowing for DDoS protection. Broadband without a Segra managed router or SD-WAN Edge would not have Segra DDoS protection, as it would utilize Broadband provider's internet pool natively.

**Managed Internet Service** – Segra DDoS protected **Fiber-based** Internet circuit with router packaged in.

**4G/5G Wireless Service** – Segra is offering AT&T, Verizon, and soon will be adding T-Mobile as wireless carrier options for this service, with a CradlePoint 100E as the wireless modem. The CradlePoint 100E is a dual SIM modem/router. Both SIMs cannot be active at the same time; however, a Segra NOC technician can easily activate them remotely. This should allow for flexibility in selecting the optimal carrier for a location needing service.

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

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
<b>Dedicated Internet Access</b>					
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
<b>4G/5G Wireless Service</b>					
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>		<b>\$105,445.00</b>	<b>\$2,655,948.00</b>			<b>\$2,655,948.00</b>
<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			\$ 75.00	100		\$7,500.00
<b>Overall Cost Summary</b>						
<b>Total Annual Costs and Non-Recurring Costs</b>						<b>\$2,655,948.00</b>
<b>Extension of Circuit demarcation</b>						<b>\$7,500.00</b>
<b>Expedite Charge</b>						<b>\$10,000.00</b>
<b>Total Cost for Evaluation</b>						<b>\$2,673,448.00</b>

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

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