West Virginia Purchasing Division

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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.

wvOASIS

Welcome, Robert M Ross

Solicitation Response(SR) Dept: 0803 ID: ESR07132300000000111 Ver.: 1 Function: New Phase: Final Modified by batch , 07/13/2023

Header 2

List View

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder:	1217469
Procurement Type:	Central Master Agreement
Vendor ID:	VS0000042189
Legal Name:	TCI Systems, Inc.
Alias/DBA:	TCI Systems, Inc.
Total Bid:	$74,443.00
Response Date:	07/13/2023
Response Time:	12:52
Responded By User ID:	TCISystems
First Name:	Susan
Last Name:	Hebel
Email:	sales@tcisystems.com
Phone:	7188888898

SO Doc Code:	CRFQ
SO Dept:	0803
SO Doc ID:	DOT2300000150
Published Date:	6/27/23
Close Date:	7/13/23
Close Time:	13:30
Status:	Closed
Solicitation Description:	Wireless Routers and Modems in Signal and ITS Traffic System
Total of Header Attachments:	2
Total of All Attachments:	2

	Department of Administration	**State of West Virginia**
	Purchasing Division	**Solicitation Response**
	2019 Washington Street East	
	Post Office Box 50130	
	Charleston, WV 25305-0130	

Proc Folder:	1217469
Solicitation Description:	Wireless Routers and Modems in Signal and ITS Traffic System
Proc Type:	Central Master Agreement

Solicitation Closes	**Solicitation Response**	**Version**
2023-07-13 13:30	SR 0803 ESR07132300000000111	1

VENDOR
VS0000042189
TCI Systems, Inc.

Solicitation Number:	CRFQ 0803 DOT2300000150				
Total Bid:	74443	**Response Date:**	2023-07-13	**Response Time:**	12:52:32
Comments:					

FOR INFORMATION CONTACT THE BUYER
John W Estep
304-558-2566
john.w.estep@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	ATT&T FIRST NET WIRELESS ROUTER	50.00000	EA	943.200000	47160.00

Comm Code	Manufacturer	Specification	Model #
43222628			

Commodity Line Comments: The option I have quoted is for the CradlePoint IBR900 router with a 1200M modem with 1 year NCM essentials. Please see the 2 attached documents. The 1st explains why I have provided multiple options and the 2nd is a spreadsheet of all of the options.
You documents indicate that you want the ability to return product which is ordered in error. CradlePoint will not take any returns.
All products are currently in available inventory. However, inventory is dynamic and subject to change as incoming orders are processed. Please confirm delivery when placing any order.

Extended Description:

ATT&T FIRST NET WIRELESS ROUTER

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	ATT&T FIRST NET COMPATIBLE WIRELESS ROUTER POWER SUPPLY	50.00000	EA	46.380000	2319.00

Comm Code	Manufacturer	Specification	Model #
43222628			

Commodity Line Comments: This is the more powerful power supply and line cord for the IBR900.
All products are currently in available inventory. However, inventory is dynamic and subject to change as incoming orders are processed. Please confirm delivery when placing any order.

Extended Description:

ATT&T FIRST NET COMPATIBLE WIRELESS ROUTER POWER SUPPLY

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	5-IN-1 LOW PROFILE VANADAL RESISTANT RADIO ANTENNA	50.00000	EA	80.880000	4044.00

Comm Code	Manufacturer	Specification	Model #
43222628			

Commodity Line Comments: The delivery days were quoted by my Panorama rep and are accurate as of 7/13/23.
Inventory is dynamic and subject to change as incoming orders are processed. Please confirm delivery when placing any order.

Extended Description:

5-IN-1 LOW PROFILE VANADAL RESISTANT RADIO ANTENNA

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	HARDENED MANAGED ETHERNET SWITCH	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222628			

Commodity Line Comments: Quantity is 0.

Extended Description:

HARDENED MANAGED ETHERNET SWITCH

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	CELLULAR DATA MODEM	40.00000	EA	523.000000	20920.00

Comm Code	Manufacturer	Specification	Model #
43222628			

Commodity Line Comments: The option I have quoted is for the CradlePoint IBR650C router with 1 year NCM essentials. Please see the 2 attached documents. The 1st explains why I have provided multiple options and the 2nd is a spreadsheet of all of the options.
You documents indicate that you want the ability to return product which is ordered in error. CradlePoint will not take any returns.
All products are currently in available inventory. However, inventory is dynamic and subject to change as incoming orders are processed. Please confirm delivery when placing any order.

Extended Description:

CELLULAR DATA MODEM FOR ITS TRAFFIC SYSTEM

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	56K Wired Modems	30.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222628			

Commodity Line Comments: I am a CradlePoint and Panorama Partner. I am not a partner of Robotics.

Extended Description:

56k Wired Modems

July 13, 2023

Sir/Madam:

I found the bid for the purchase of ATT First Net Wireless routers for the state of West Virginia too late to ask questions. I am bidding using the IBR900 CradlePoint Device and the IBR650C CradlePoint Device.

The problem is that the 2 requested CradlePoint devices are sold as packages which include the router and the software to manage the routers (NCM).

First, I will discuss the IBR900.

- The IBR900 is sold for the Mobile Market and for the IOT Market. I have made the assumption that you are interested in the Mobile SKUs as these versions of the IBR900 do not come with power supplies or antennas. The IOT versions do come with power supplies and paddle antennas.

- The management software functionality is also different. Please see 'NetCloud Features for Mobile & IoT' at the following URL: https://cradlepoint.com/product/endpoints/ibr900/. There is also advanced functionality which may be seen using the above link.

- The next difference is the duration the software is valid for. The Mobile SKUs are available in 1 year, 3 year, and 5 year packages. The IOT SKUs are available in 3 year and 5 year packages. Each of these SKUs is also available with the advanced functionality.

- I have included a spreadsheet, 'CradlePoint Options Pricing', which includes my pricing for each of the above differences.

A Woman-Owned Small Business

Next, I will discuss the IBR650C.

- The IBR650C is an IOT Device. The only difference is the duration the software is valid for. The SKUs are available in 3 year and 5 year packages. These packages are also available with the advanced functionality.

If I had been aware of this bid prior to the end of question period, I would have asked these questions. But as previously mentioned, I found out about this bid on Tuesday, 7/11/23.

Maureen Kennedy
CEO

CRFQ 0803 DOT2300000150

Line	Qty	SKU	Description	Unit Price	Extended Price
1	50	MA1-0900120B-NNA	1-yr NetCloud Mobile Essentials Plan and IBR900 router with WiFi (600Mbps modem), no AC power supply or antennas, North America	$943.20	$47,160.00
1	50	MA3-0900120B-NNA	3-yr NetCloud Mobile Essentials Plan and IBR900 router with WiFi (600Mbps modem), no AC power supply or antennas, North America	$1,178.40	$58,920.00
1	50	MA5-0900120B-NNA	5-yr NetCloud Mobile Essentials Plan and IBR900 router with WiFi (600Mbps modem), no AC power supply or antennas, North America	$1,424.80	$71,240.00
1	50	MAA1-0900120B-NA	1-yr NetCloud Mobile Essentials Plan, Advanced Plan, and IBR900 router with WiFi (600Mbps modem), no AC power supply or antennas, North America	$1,056.00	$52,800.00
1	50	MAA3-0900120B-NA	3-yr NetCloud Mobile Essentials Plan, Advanced Plan, and IBR900 router with WiFi (600Mbps modem), no AC power supply or antennas, North America	$1,517.60	$75,880.00
1	50	MAA5-0900120B-NA	5-yr NetCloud Mobile Essentials Plan, Advanced Plan, and IBR900 router with WiFi (600Mbps modem), no AC power supply or antennas, North America	$1,991.20	$99,560.00
1	50	TCA3-0900120B-NN	3-yr NetCloud Ruggedized IoT Essentials Plan, Advanced Plan, and IBR900 router with WiFi (1000Mbps modem), with AC power supply and antennas, North America	$1,368.00	$68,400.00
1	50	TCA5-0900120B-NN	5-yr NetCloud Ruggedized IoT Essentials Plan, Advanced Plan, and IBR900 router with WiFi (1000Mbps modem), with AC power supply and antennas, North America	$1,708.00	$85,400.00
1	50	TC03-0900120B-NN	3-yr NetCloud Ruggedized IoT Essentials Plan and IBR900 router with WiFi (600Mbps modem), with AC power supply and antennas, North America	$1,112.80	$55,640.00
1	50	TC05-0900120B-NN	5-yr NetCloud Ruggedized IoT Essentials Plan and IBR900 router with WiFi (600Mbps modem), with AC power supply and antennas, North America	$1,283.20	$64,160.00

5	40	TB3-650C150M-N0N	3-yr NetCloud IoT Essentials Plan and IBR650C router no WiFi (150 Mbps modem), North America	$418.40	$16,736.00
5	40	TB5-650C150M-N0N	5-yr NetCloud IoT Essentials Plan and IBR650C router no WiFi (150 Mbps modem), North America	$473.60	$18,944.00
5	40	TBA3-650C150M-NN	3-yr NetCloud IoT Essentials Plan, Advanced Plan, and IBR600C router with WiFi (150 Mbps modem), North America	$582.40	$23,296.00
5	40	TBA5-650C150M-NN	5-yr NetCloud IoT Essentials Plan, Advanced Plan, and IBR600C router with WiFi (150 Mbps modem), North America	$747.20	$29,888.00