







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 2

List View

General Information	Contact	Default Values	Discount	Document Information	Clarification Request
<p>Procurement Folder: 1712161</p> <p>Procurement Type: Central Purchase Order</p> <p>Vendor ID: VS0000047275 </p> <p>Legal Name: COQUINA LABS INC</p> <p>Alias/DBA:</p> <p>Total Bid: \$182,894.50</p> <p>Response Date: 06/23/2025 </p> <p>Response Time: 11:17</p> <p>Responded By User ID: coquina </p> <p>First Name: Thomas</p> <p>Last Name: Smyth</p> <p>Email: sales@coquinatech.com</p> <p>Phone: 7058965172</p>		<p>SO Doc Code: CRFQ</p> <p>SO Dept: 0231</p> <p>SO Doc ID: OOT2500000029</p> <p>Published Date: 6/19/25</p> <p>Close Date: 6/23/25</p> <p>Close Time: 13:30</p> <p>Status: Closed</p> <p>Solicitation Description: Addendum No 1 Networking Equip for Fairmont & Clarksburg Bids </p> <p>Total of Header Attachments: 2</p> <p>Total of All Attachments: 2</p>			



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: 1712161
Solicitation Description: Addendum No 1 Networking Equip for Fairmont &Clarksburg Bldg
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2025-06-23 13:30	SR 0231 ESR06232500000007709	1

VENDOR
VS0000047275
COQUINA LABS INC

Solicitation Number: CRFQ 0231 OOT2500000029
Total Bid: 182894.5
Response Date: 2025-06-23
Response Time: 11:17:39
Comments: Thank you for your consideration!

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	3.1.1 Extreme Networks 48 Port PoE Network Switch	25.00000	EA	3916.820000	97920.50

Comm Code	Manufacturer	Specification	Model #
43222612			

Commodity Line Comments:

Extended Description:

3.1.1 Extreme Networks 48 Port PoE Network Switch (Model 5420F-48P-4XE), or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	3.1.2 Extreme Networks Multi-Gigabit Network Switch	5.00000	EA	5338.730000	26693.65

Comm Code	Manufacturer	Specification	Model #
43222612			

Commodity Line Comments: This item is backordered currently. Please check with us again for the most up to date lead time upon selection.

Extended Description:

3.1.2 Extreme Networks Multi-Gigabit Network Switch (Model 5420F-16MW-32P-4XE), or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	3.1.3 Extreme Networks Standard Power Cord, 15A, USA, NEMA 5	30.00000	EA	14.060000	421.80

Comm Code	Manufacturer	Specification	Model #
26121636			

Commodity Line Comments:

Extended Description:

3.1.3 Extreme Networks Standard Power Cord, 15A, USA, NEMA 5-15, IEC320-C15(Part 10099), or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	3.1.4 Extreme Network 20GBase Direct Attach Cable - 0.5 mete	30.00000	EA	164.280000	4928.40

Comm Code	Manufacturer	Specification	Model #
26121609			

Commodity Line Comments:

Extended Description:

3.1.4 Extreme Network 20GBase Direct Attach Cable - 0.5 meters (Part#20G-DACP-SFPDDZ5m), or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	3.1.5 Extreme Networks 20GBase Direct Attach Cable - 1.0 met	5.00000	EA	181.300000	906.50

Comm Code	Manufacturer	Specification	Model #
26121609			

Commodity Line Comments:

Extended Description:

3.1.5 Extreme Networks 20GBase Direct Attach Cable - 1.0 meter (Part# 20G-DACP-SFPDD1M), or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	3.1.6 Extreme Networks 20GBase Direct Attach Cable - 3.0 met	5.00000	EA	116.410000	582.05

Comm Code	Manufacturer	Specification	Model #
26121609			

Commodity Line Comments:

Extended Description:

3.1.6 Extreme Networks 20GBase Direct Attach Cable - 3.0 meters (Part# 20G-DACP-SFPDD3M), or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	3.1.7 Extreme Networks 10GBASE-LR SFP+ Transceiver Module -	30.00000	EA	1013.430000	30402.90

Comm Code	Manufacturer	Specification	Model #
43201500			

Commodity Line Comments:

Extended Description:

3.1.7 Extreme Networks 10GBASE-LR SFP+ Transceiver Module - 10 Gigabit Ethernet (Part# 10302), or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	3.1.8 Extreme Networks 10GBASE-SR SFP+ Transceiver Module -	30.00000	EA	607.540000	18226.20

Comm Code	Manufacturer	Specification	Model #
43201500			

Commodity Line Comments:

Extended Description:

3.1.8 Extreme Networks 10GBASE-SR SFP+ Transceiver Module - 10 Gigabit Ethernet (Part# 10301), or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	3.1.9 Extreme Networks ExtremeCloud IQ Pilot Subscription	30.00000	EA	93.750000	2812.50

Comm Code	Manufacturer	Specification	Model #
81162000			

Commodity Line Comments:

Extended Description:

3.1.9 Extreme Networks ExtremeCloud IQ Pilot Subscription, or equal



Concourse Tech Inc.
169 Madison Ave, Suite 15520
New York, NY 10016
concoursetech.com
(646) 305-9964

Jun 12, 2025

BY ONLINE PORTAL

West Virginia Office of Technology (WVOT), West Virginia
Toby L. Welch
2019 Washington Street East
P.O. Box 50130
Charleston, WV 25305
toby.l.welch@wv.gov

Concourse Quote Number: 138692

Subject: Response to CRFQ-0231-OOT2500000029-1 - Networking Equipment for Fairmont & Clarksburg Buildings

Dear Toby,

Concourse Tech Inc. (*formerly Coquina Labs Inc.*) is pleased to submit our proposal in response to the Invitation to Quote (CRFQ-0231-OOT2500000029-1) for the Networking Equipment for Fairmont & Clarksburg Buildings. Our proposal adheres to the scope, technical requirements, and delivery timeframe outlined in the RFQ. This quote is all inclusive and there is no additional cost for freight, transfer of licenses, and/or system usage. This quote reflects the pricing for **Extreme Networks** solutions.

Price and Quantity Breakdown:

Line No.	Part No.	Description	Unit Price	Quantity	Extended Price
1	5420F-48P-4XE	EXTREMESWITCHING 5420F 48 10/100/1000BASET FDX/HDX POE+ 2 STACKING/SFP-DD 4 10G UNPOPULATED SFP+ MACSEC CAPABLE INTERNAL FIXED PSU FANS 1 UNPOPULATED MODULAR PSU SLOTS.	\$3,916.82	25	\$97,920.50

2	5420F-16MW-32P-4XE	EXTREMESWITCHING 5420F 16 100MB/1GB/2.5GB 802.3BT 90W POE 32 10/100/1000BASET FDX/HDX POE+ 2 STACKING/SFP-DD 4 10G UN-POP SFP+ MACSEC CAPABLE INTERNAL FIXED PSU FANS 1 UN-POP MODULAR PSU SLOT.	\$5,338.73	5	\$26,693.65
3	10099	POWER CORD - NEMA 5-15 - POWER IEC 320 EN 60320 C15 - 15A; USA	\$14.06	30	\$421.80
4	20G-DACP-SFPDDZ5M	SFPDD TO SFPDD 20G DAC 0.5M, DIRECT ATTACH CABLE - SFP-DD RIGHT CONNECTOR - SFP-DD LEFT CONNECTOR - 0.5M LENGTH	\$164.28	30	\$4,928.40
5	20G-DACP-SFPDD1M	20G PASSIVE DIRECT ATTACH CABLE - SFP-DD LEFT CONNECTOR - 1M LENGTH	\$181.30	5	\$906.50
6	20G-DACP-SFPDD3M	20G PASSIVE DIRECT ATTACH CABLE - SFP-DD LEFT CONNECTOR - 3M LENGTH	\$116.41	5	\$582.05
7	10302	10 GIGABIT ETHERNET SFP+ MODULE, 1310NM, SMF 10KM LINK, LC CONNECTOR	\$1,013.43	30	\$30,402.90
8	10301	TRANSCEIVER - 10 GIGABIT ETHERNET SFP+ MODULE 850NM MMF 26-300M LINK LC CONNECTOR	\$607.54	30	\$18,226.20
9	XIQ-PIL-S-C-EW	EXTREMECLOUD IQ PILOT SAAS SUBSCRIPTION AND EW SAAS SUPPORT FOR ONE (1) DEVICE (1 YEAR)	\$93.75	30	\$2,812.50
Subtotal					\$182,894.50
Estimated shipping cost					\$0.00
Total cost including shipping					\$182,894.50
Estimated sales tax (if applicable - waived for exempt entities)					\$0.00
Total price including sales tax					\$182,894.50

Compliance and Certification Concourse Tech Inc. certifies that we will:

- Adhere to all specifications and terms, including the provision of the specified solutions.
- Meet the delivery schedule outlined in the RFQ.
- Comply with all required submission documentation as specified.

Concourse serves as a value-added software reseller to the public sector. We partner with leading OEMs to provide local and state governments with the best technology at the lowest price. Internally, we've invested in building systems to streamline the quoting and bidding process. This enables us to be more efficient and provide more value to public sector buyers. We hope that in a competitive bidding process we will be able to save your taxpayers money compared with other resellers.

This bid, along with all required documentation, will be submitted as requested. We appreciate the opportunity to participate in this procurement and look forward to supporting the city. Should you require any further information or clarification, please do not hesitate to contact us at the email or phone number below.

Sincerely,

A handwritten signature in black ink, reading "Kelsey Shaner". The signature is fluid and cursive, with the first name "Kelsey" and last name "Shaner" clearly distinguishable.

Kelsey Shaner

Concourse Tech Inc.

169 Madison Ave, Suite 15520

New York, NY 10016

sales@concoursetech.com

(646) 305-9964

NOTE: We are pleased to provide you with this quote, which is not an order or offer to sell. Product, available inventory, additional fees and pricing data are updated by manufacturers from time to time and may change without notice. The prices shown in this quote are valid for the quantities outlined; a change in quantity may result in a different unit price. Until you issue a purchase order and Concourse Tech Inc. accepts it, there is no contract for sale. All prices and descriptions are subject to change prior to the issuance and acceptance of a PO. The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof. Concourse Tech Inc. does not make any warranties, express or implied, including but not limited to warranties of merchantability or fitness for a particular purpose, regarding the products or services described in this quote. All warranties, if any, are provided by the respective manufacturers or licensors. Concourse Tech Inc. shall not be responsible for delays or failure to deliver due to circumstances beyond its reasonable control, including but not limited to acts of God, natural disasters, labor disputes, supply chain disruptions, governmental actions, or manufacturer delays. For select high-value orders, we may request the buyer to assign the receivable to one of our financing partners. Such assignments will not affect the terms, conditions, or obligations outlined in this agreement. The terms and conditions of this quote, including payment and delivery terms, are subject to final agreement upon issuance and acceptance of a purchase order.

References

Entity	Contact Name	Contact Email	Contact Phone Number
Collegium Charter School	Erik Daniele	edaniele@ccs.us	(610) 903-1300
State of Texas - Teachers Retirement System	Trevor Goodman	Trevor.Goodman@trs.texas.gov	(512) 542-6771
Orange County Superintendent of Schools, CA	Tristan Mejias	TMejias@ocde.us	(714) 966-4081
City of Colorado Springs	Erica Rush	erica.rush@coloradosprings.gov	(719) 385-5755
Maryland Health Benefit Exchange	Tracey Gamble	tracey.gamble1@maryland.gov	(410) 547-8152

Concourse Tech Inc. Contact Information

Kelsey Shaner

Concourse Tech Inc.
169 Madison Ave, Suite 15520
New York, NY 10016
sales@concoursetech.com



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: 1712161			Reason for Modification:
Doc Description: Networking Equip for Fairmont &Clarksburg Buildings OT25230			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-06-09	2025-06-23 13:30	CRFQ 0231 OOT2500000029	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000047275

Vendor Name : Concourse Tech Inc.

Address :

Street : 169 Madison Ave, Suite 15520

City : New York

State : NY **Country :** United States **Zip :** 10016

Principal Contact : Kelsey Shaner

Vendor Contact Phone: 646-305-9964 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

Vendor
Signature X *Kelsey Shaner*

FEIN# 920732705

DATE June 12, 2025

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

ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology to establish a contract for the one-time purchase networking infrastructure equipment including switches, cables, power cords, and modules for Fairmont and Clarksburg Buildings per the terms and conditions and specifications as attached.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	3.1.1 Extreme Networks 48 Port PoE Network Switch	25.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description:

3.1.1 Extreme Networks 48 Port PoE Network Switch (Model 5420F-48P-4XE), or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	3.1.2 Extreme Networks Multi-Gigabit Network Switch	5.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description:

3.1.2 Extreme Networks Multi-Gigabit Network Switch (Model 5420F-16MW-32P-4XE), or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	3.1.3 Extreme Networks Standard Power Cord, 15A, USA, NEMA 5	30.00000	EA		

Comm Code	Manufacturer	Specification	Model #
26121636			

Extended Description:

3.1.3 Extreme Networks Standard Power Cord, 15A, USA, NEMA 5-15, IEC320-C15(Part 10099), or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	3.1.4 Extreme Network 20GBase Direct Attach Cable - 0.5 mete	30.00000	EA		

Comm Code	Manufacturer	Specification	Model #
26121609			

Extended Description:

3.1.4 Extreme Network 20GBase Direct Attach Cable - 0.5 meters (Part#20G-DACP-SFPDDZ5m), or equal.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	3.1.5 Extreme Networks 20GBase Direct Attach Cable - 1.0 met	5.00000	EA		

Comm Code	Manufacturer	Specification	Model #
26121609			

Extended Description:

3.1.5 Extreme Networks 20GBase Direct Attach Cable - 1.0 meter (Part# 20G-DACP-SFPDD1M), or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	3.1.6 Extreme Networks 20GBase Direct Attach Cable - 3.0 met	5.00000	EA		

Comm Code	Manufacturer	Specification	Model #
26121609			

Extended Description:

3.1.6 Extreme Networks 20GBase Direct Attach Cable - 3.0 meters (Part# 20G-DACP-SFPDD3M), or equal.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	3.1.7 Extreme Networks 10GBASE-LR SFP+ Transceiver Module -	30.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43201500			

Extended Description:

3.1.7 Extreme Networks 10GBASE-LR SFP+ Transceiver Module - 10 Gigabit Ethernet (Part# 10302), or equal.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	3.1.8 Extreme Networks 10GBASE-SR SFP+ Transceiver Module -	30.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43201500			

Extended Description:

3.1.8 Extreme Networks 10GBASE-SR SFP+ Transceiver Module - 10 Gigabit Ethernet (Part# 10301), or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	3.1.9 Extreme Networks ExtremeCloud IQ Pilot Subscription	30.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81162000			

Extended Description:
 3.1.9 Extreme Networks ExtremeCloud IQ Pilot Subscription, or equal

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2025-06-13

	Document Phase	Document Description	Page 7
OOT2500000029	Final	Networking Equip for Fairmont & Clarksburg Buildings OT25230	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions