



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.

List View

[General Information](#) | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Classification Request](#)

SO Doc Code: CMTG

SO Dept: 1408

SD Doc ID: A0R2588000-15

Published Online: 3/28/25

Closed Date: 4/3/25

Close Time: 11:30

Status: Closed

Solicitation Description: *Meraki Access Points, 1st Edition*

Total of Header Attacks: 2

Total of All Attachments: 2

Phone: 105066172



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: 1647124
Solicitation Description: Meraki Access Points, or Equal
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2025-04-03 13:30	SR 1400 ESR04022500000005929	1

VENDOR
VS0000047275
COQUINA LABS INC

Solicitation Number: CRFQ 1400 AGR2500000015
Total Bid: 72665.10000000000582076609134 **Response Date:** 2025-04-02 **Response Time:** 16:42:28
Comments: Discounts are already included in the proposal price.

FOR INFORMATION CONTACT THE BUYER
Larry D McDonnell
304-558-2063
larry.d.mcdonnell@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	Meraki MR36H Access Points or Equal	58.00000	EA	573.470000	33261.26

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments: Delivery is flexible

Extended Description:

See attached documentation for further details.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Meraki MR57 Access Points or Equal	6.00000	EA	1702.240000	10213.44

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments: Delivery is flexible.

Extended Description:

See attached documentation for further details.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Meraki 5 Year Enterprise Cloud Controller or Equal	64.00000	EA	456.100000	29190.40

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments: Delivery of licenses is flexible.

Extended Description:

See attached documentation for further details.

**Coquina Labs Inc.**

169 Madison Ave, Suite 15520

New York, NY 10016

coquinatech.com

(706) 418-5618

Apr 1, 2025

BY ONLINE PORTAL

Larry D. McDonnell

Department of Administration, Purchasing Division

2019 Washington Street East

Charleston, WV 25305

larry.d.mcdonnell@wv.gov

Coquina Quote Number:**Subject: Response to CRFQ-1400-AGR2500000015-2 - Meraki Access Points, or Equal**

Dear Larry,

Coquina Labs Inc. is pleased to submit our proposal in response to the Invitation to Quote (CRFQ-1400-AGR2500000015-2) for the Meraki Access Points, or Equal. Our proposal adheres to the scope, technical requirements, and delivery timeframe outlined in the CRFQ. Our total, all-inclusive quoted price for the specified Cisco solutions is **\$72,665.10**, as outlined below. This quote is all-inclusive and there is no additional cost for freight, transfer of licenses, and/or system usage.

Price and Quantity Breakdown:

Line No.	Part No.	Description	Unit Price	Quantity	Extended Price
1	MR36H-HW	Meraki MR36H Wi-Fi 6 Cloud Managed AP	\$573.47	58	\$33,261.26
2	MR57-HW	Meraki MR57 Wi-Fi 6E Indoor AP wireless Tri Radio 2.4 GHz, 5 GHz, and 6 GHz processor and cellular technology are not included power adapter support 802.11ax;802.3at/bt;802.11ac Lifetime hardware warranty with advanced replacement included	\$1,702.24	6	\$10,213.44

3	LIC-ENT-5YR	Meraki MR Enterprise License, 5YR	\$456.10	64	\$29,190.40
Subtotal					\$72,665.10
Estimated shipping cost					\$0.00
Total cost including shipping					\$72,665.10
Estimated sales tax (if applicable - waived for exempt entities)					\$0.00
Total price including sales tax					\$72,665.10

Compliance and Certification Coquina Labs Inc. certifies that we will:

- Adhere to all CRFQ specifications and terms, including the provision of the specified Cisco solutions.
- Meet the delivery schedule outlined in the CRFQ.
- Comply with all required submission documentation as specified by the Department of Agriculture, West Virginia.

Coquina 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,



Kelsey Shaner
Coquina Labs Inc.
169 Madison Ave, Suite 15520
New York, NY 10016
sales@coquinatech.com

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. Until you issue a purchase order and Coquina Labs 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. Coquina Labs 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. Coquina Labs 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

Coquina Labs Inc. Contact Information

Kelsey Shaner

Coquina Labs Inc.
169 Madison Ave, Suite 15520
New York, NY 10016
sales@coquinatech.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: 1647124	Reason for Modification:
Doc Description: Meraki Access Points, or Equal	To post Addendum 01
Proc Type: Central Purchase Order	

Date Issued	Solicitation Closes	Solicitation No	Version
2025-03-28	2025-04-03 13:30	CRFQ 1400 AGR2500000015	2

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 : Coquina Labs Inc.

Address :

Street : 169 Madison Ave, Ste 15520

City : New York

State : NY

Country : United States

Zip : 10016

Principal Contact : Kelsey Shaner

Vendor Contact Phone: (706) 418-5816

Extension:

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell
304-558-2063
larry.d.mcdonnell@wv.gov

Vendor
Signature X

FEIN# 920732705

DATE 04/01/2025

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

ADDITIONAL INFORMATION
Addendum 01: To post answers to vendor questions.
Correct quantity on commodity line 3.
Bid opening date and time still remains 04/03/2025 at 1:30PM EST/EDT
No other changes

INVOICE TO	SHIP TO
AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV US	AGRICULTURE DEPARTMENT OF INFORMATION TECHNOLOGY DIVISION 163 GUS R DOUGLAS LN, BLDG 1 CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Meraki MR36H Access Points or Equal	58.00000	EA	\$573.47	\$33,261.26

Comm Code	Manufacturer	Specification	Model #
43222640	Cisco		MR36H-HW

Extended Description:
See attached documentation for further details.

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AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV US	AGRICULTURE DEPARTMENT OF INFORMATION TECHNOLOGY DIVISION 163 GUS R DOUGLAS LN, BLDG 1 CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Meraki MR57 Access Points or Equal	6.00000	EA	\$1,702.24	\$10,213.44

Comm Code	Manufacturer	Specification	Model #
43222640	Cisco		MR57-HW

Extended Description:
See attached documentation for further details.

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AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV US		AGRICULTURE DEPARTMENT OF INFORMATION TECHNOLOGY DIVISION 163 GUS R DOUGLAS LN, BLDG 1 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Meraki 5 Year Enterprise Cloud Controller or Equal	64.00000	EA	\$456.10	\$29,190.40

Comm Code	Manufacturer	Specification	Model #
43222640	Cisco		LIC-ENT-5YR

Extended Description:
 See attached documentation for further details.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Vendor Questions due by 2:00PM EST/EDT	2025-03-27

	Document Phase	Document Description	Page 4
AGR2500000015	Final	Meraki Access Points, or Equal	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions