



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](http://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](http://WVPurchasing.gov) with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header #3

List View

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

Procurement Folder: 1647124

Procurement Type: Central Purchase Order

Vendor ID: VS0000040752

Legal Name: ALXTEL INC

Alias/DBA:

Total Bid: \$60,833.80

Response Date: 04/03/2025

Response Time: 12:26

Responded By User ID: ezzabtel

First Name: Ezz

Last Name: Eideen

Email: ezz@axtel.com

Phone: 2402192726

SO Doc Code: CRFQ

SO Dept: 1400

SO Doc ID: AGR2500000015

Published Date: 3/28/25

Close Date: 4/3/25

Close Time: 13:30

Status: Closed

Solicitation Description: Meraki Access Points, or Equal

Total of Header Attachments: 3

Total of All Attachments: 3



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 ESR04032500000005980	1

**VENDOR**  
 VS0000040752  
 ALXTEL INC

**Solicitation Number:** CRFQ 1400 AGR2500000015  
**Total Bid:** 60833.80000000000291038304567 **Response Date:** 2025-04-03 **Response Time:** 12:26:53  
**Comments:**

**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	443.420000	25718.36

Comm Code	Manufacturer	Specification	Model #
43222640			

**Commodity Line Comments:** "MERAKE MR36H WI-FI 6 CLOUD MANAGED AP Product stocked by manufacturer. Delivery times vary. Country of Origin: TW Weight: 1.41 Dim Weight: 99.27"

**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	1688.200000	10129.20

Comm Code	Manufacturer	Specification	Model #
43222640			

**Commodity Line Comments:** "MERAKE MR57 WI-FI 6E INDOOR AP Product stocked by manufacturer. Delivery times vary. Country of Origin: TW Weight: 5.51 Dim Weight: 427.76"

**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	390.410000	24986.24

Comm Code	Manufacturer	Specification	Model #
43222640			

**Commodity Line Comments:** "CISCO MERAKE 5YR ENTERPRISE LICS AND SUP Product stocked by manufacturer. Delivery times vary. Country of Origin: US Weight: Dim Weight: "

**Extended Description:**

See attached documentation for further details.



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

<b>Proc Folder:</b> 1647124		<b>Reason for Modification:</b>	
<b>Doc Description:</b> Meraki Access Points, or Equal		To post Addendum 01	
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
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:** VS0000040752  
**Vendor Name :** AlxTel, Inc.  
**Address :** 8403 Colesville Road Suite 1100, Silver Spring, MD 20910  
**Street :** 8403 Colesville Road Suite 1100  
**City :** Silver Spring  
**State :** v Maryland **Country :** USA **Zip :** 20910  
**Principal Contact :** Alaa Negeda  
**Vendor Contact Phone:** 240-293-4629 **Extension:**

**FOR INFORMATION CONTACT THE BUYER**

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

Vendor Signature X *A. negeda*

**FEIN#** 261857843

**DATE** 04/03/2025

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  
USAGRICULTURE  
DEPARTMENT OF  
INFORMATION  
TECHNOLOGY DIVISION  
163 GUS R DOUGLAS LN,  
BLDG 1CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Meraki MR36H Access Points or Equal	58.00000	EA	\$443.42	\$25,718.36

Comm Code	Manufacturer	Specification	Model #
43222640			

**Extended Description:**

See attached documentation for further details.

**INVOICE TO****SHIP TO**AGRICULTURE  
DEPARTMENT OF  
ADMINISTRATIVE SERVICES

1900 KANAWHA BLVD E

CHARLESTON WV  
USAGRICULTURE  
DEPARTMENT OF  
INFORMATION  
TECHNOLOGY DIVISION  
163 GUS R DOUGLAS LN,  
BLDG 1CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Meraki MR57 Access Points or Equal	6.00000	EA	\$1,688.20	\$10,129.20

Comm Code	Manufacturer	Specification	Model #
43222640			

**Extended Description:**

See attached documentation for further details.

INVOICE TO	SHIP TO
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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
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Meraki 5 Year Enterprise Cloud Controller or Equal	64.00000	EA	\$390.41	\$24,986.24

Comm Code	Manufacturer	Specification	Model #
43222640			

**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
AGR250000015	Final	Meraki Access Points, or Equal	4

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



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  
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2025-03-28	2025-04-03 13:30	CRFQ 1400 AGR2500000015	2

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

**VENDOR**

**Vendor Customer Code:** VS0000040752  
**Vendor Name :** AlxTel, Inc.  
**Address :**8403 Colesville Road Suite 1100, Silver Spring, MD 20910  
**Street :**8403 Colesville Road Suite 1100  
**City :**Silver Spring  
**State :** Maryland **Country :** USA **Zip :**20910  
**Principal Contact :** Alaa Negeda  
**Vendor Contact Phone:** 240-293-4629 **Extension:**

**FOR INFORMATION CONTACT THE BUYER**

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

**Vendor Signature X** *A. negeda* **FEIN#** 261857843 **DATE** 04/03/2025

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.

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No other changes

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Comm Code	Manufacturer	Specification	Model #
43222640			

**Extended Description:**

See attached documentation for further details.

**INVOICE TO****SHIP TO**AGRICULTURE  
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Comm Code	Manufacturer	Specification	Model #
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**Extended Description:**

See attached documentation for further details.

INVOICE TO	SHIP TO
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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
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Comm Code	Manufacturer	Specification	Model #
43222640			

**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

# SOLICITATION NUMBER: CRFP AGR25\*15

## Addendum Number: 1

---

The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

### Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

### Description of Modification to Solicitation:

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

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

### Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

Vendor Questions and Answers:

CRFQ AGR25\*15 – Meraki Access Points

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Q1: Does the WVDA have 63 existing 5yr licenses for the APs and only need 1 additional license? Or was this a typo and quantity 64 are needed?

A1: Per sections 3.1.1.13 and 3.1.2.11 in the specifications, we need a license for each access point.

Q2: The above RFQ is requesting a total of 64Ap's but only 1 cloud license. If we are bidding an equivalent product, do we need to bid 1-5yr cloud license or 64 (1 for each Ap)?

A2: See answer to Question 1.

**Correction:**

Commodity line 3 has been revised from a quantity of one (1) to a quantity of sixty-four (64) licenses. One license for each access point.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFP AGR25\*15**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |                                                    |                                          |
|----------------------------------------------------|------------------------------------------|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

AlxTel, Inc.

\_\_\_\_\_  
Company

Alaa Negeda

*A. negeda*

\_\_\_\_\_  
Authorized Signature

04/03/2025

\_\_\_\_\_  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



West Virginia Department of Agriculture  
Solicitation Number CRFQ-1400-AGR2500000015-2  
Meraki Access Points

## AlxTel Proposal

3 April, 2025

### Submitted To

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

### Submitted By

AlxTel, Inc.  
**POC**  
Alaa Negeda  
negeda@alxtel.com  
703-508-2688, 240-293-4629



# Table Of Contents

Title .....	1
Executive Summary .....	3
AlxTel, Inc. Information Sheet .....	5
Cisco Letter of Authorization .....	9
Quotation .....	10
References .....	11
Certificate of Insurance .....	12
W-9 .....	13

## Executive Summary

AlxTel Inc. is a Technology Service Provider. Incorporated in 2008, ALXTEL has been providing digital transformation and robotics solutions for consumers, businesses, and state and federal government agencies, and it has cultivated a track record of success. Headquartered in Silver Spring, Maryland, with two other offices in Lanham, MD, and Chevy Chase, MD, we can leverage our company's best assets to support our customers in ways others cannot.

**We have no exceptions to the requirements of this RFP, the Contract, addendums, or any other attachments.**

Challenges faced - West Virginia Department of Agriculture, like many states, needs to modernize IT, with limited resources and funds to do so. West Virginia Department of Agriculture must rely on experts to understand the unique challenges of delivering West Virginia Department of Agriculture agencies to the residents of Maryland. The involvement of experts enables West Virginia Department of Agriculture to focus on the critical functions of meeting its constituency's new and evolving demands and basic operational functions, instead of IT development. These IT tasks include - empowering implementation, delivering secure agility and open standards for DevSecOps, and seamless integration.

Empower - AlxTel Professional Services helps teams to quickly apply and mature the skills needed to adopt modern cloud-native technologies, along with adopting best practices of modern application development processes and techniques such as agile, DevSecOps, etc. AlxTel's Cloud Services for Application Under All public and private clouds, AlxTel's site reliability engineers (SREs) deliver expertise in hybrid cloud implementation, application modernization, data transformation, and enterprise automation. This enables West Virginia Department of Agriculture to gain development agility, reduce operational complexity, and deliver business value faster. AlxTel Solutions and Professional Services provides systems management and maintenance services. West Virginia Department of Agriculture gains the ability to scale confidently and with stability while keeping costs down.

AlxTel is interconnected with almost every major global infrastructure provider, application services, cloud-native application development, and automation solutions. Our enterprise-grade open-source commercial off-the-shelf (COTS) platforms maintain infrastructural interoperability. For 17 years, AlxTel has been one of the world's leading providers of modern, innovative enterprise software, built through an open-source development model, whereby COTS software is developed within an open-source community, and provides commercial quality and security assurance with subscription-based customer support. AlxTel solutions are designed to capitalize on agency architectures and State IT standards. This provides West Virginia Department of Agriculture interoperability with other systems and networks, reliability, and maintainability while making the most cost-effective use of COTS products, Information Technology, and agency-wide resources.

Secure - Our experts assist you in building a secure, reliable, flexible foundation for hybrid cloud workloads to lower operational costs, reduce downtime, and increase productivity. Our team works to ensure that information and computing resources at all organizational levels meet security compliance requirements; including software/application and data security support, as well as disaster recovery planning and risk assessment.

In partnering with West Virginia Department of Agriculture, AlxTel subject-matter experts (SMEs) and consultants adopt a mentor-based approach to provide technical expertise by educating, enabling, and empowering them to be able to adopt, operate, and maintain Red Hat technologies on their own, helping to provide security both inside and out.

Modernize - AlxTel Professional Services focuses on accelerating cloud adoption and acting as an enabling force for container platforms, DevOps, and other modernization initiatives. Our public sector team of experts has demonstrated the ability to break down the siloed nature of State government agencies and drive collaboration using a proven successful methodology for transformation that takes a holistic approach encompassing people, process, and technology.

AlxTel's approach to modernization empowers West Virginia Department of Agriculture to extend the value of legacy systems, while incrementally transforming useful components. We accomplish this via agile development sprints and integration of modern open, API-enabled, interfaces. Our proposed solution enables new and existing systems to share data in real time and helps to drive automated and seamless business process flows. AlxTel solutions are all architected and built as loosely coupled technologies that compose an overall highly optimized architecture, enabling the many benefits of cloud environments and cloud provider services. At the same time, our platforms provide the same characteristics as on-premises data centers. Together, AlxTel provides a common, consistent foundation, which is highly portable among hybrid infrastructures. They enable both legacy and new applications to be more adaptable across West Virginia Department of Agriculture Agencies environments.

ALXTEL differentiates itself well from similar companies by our tailoring services. We recognize that one size does not fit all. Rather than making you fit our solutions, we tailor the solutions to fit your unique requirements. We provide a variety of Professional Services that tailor our solutions to meet your specific industry and business needs. Whether you wish to implement a stand-alone application, or simply need some custom programming, our professional services are key to your success. Our professionals have the product knowledge, experience, and skills to assist you through any phase of your voice or speech project, ranging from requirements analysis to solution development/ customization, installation, rollout, and training. We specialize in deployments accomplished cost-effectively at the speed of need. On the other hand, we can be a one-stop shop for all technology needs through 100+ Technology partnerships and reseller agreements with almost every single major technology in the world.

AlxTel has an excellent performance record dealing with most of State of Maryland Departments such as the Maryland Department of Transportation (MDOT), Maryland Health Benefit Exchange (MHBE), Maryland Department of Information Technology (MDoIT), Maryland State Department of Education (MSDE), Maryland Department of Commerce(MDOC), Maryland Department of Labor (MDOL) Maryland State Board of Elections (SBE), Montgomery Collage and Baltimore Washington International Airport (BWI), Maryland Department of Public Safety & Correctional Services (DPSCS). In addition to different state governments such as North Carolina and the State of Hawaii plus many Federal agencies such as the Social Security Administration (SSA), Human and Health Services (HHS), Department of Homeland Security (DHS), US Coast Guard (USCG), Administration for Children Families (ACF).

## AlxTel, Inc. Information Sheet

### ALXTEL, INC. IN-DEPTH INFORMATION

Company Name	AlxTel, Inc.
Street Address	8403 Colesville Road Suite 1100
City, State, ZIP Code	Silver Spring, MD 20910
FEIN	261857843
D.U.N.S	825046894
UEA	H8ASFJ2CMM21
eMMA Vendor ID	SUP012674
Cage Code	8BS66
Maryland Department number	D12345880
Maryland SBR Certificate number	SB20-008632
US Chamber ID	10036616
FCC License ID	827326
Primary Contact	Alaa Negeda
Title	CEO
Telephone Number	240-293-4629
Fax Number	240-724-6589
E-mail Address	<a href="mailto:negeda@alxtel.com">negeda@alxtel.com</a>
Corporation Type	S-Corp
Organization Size	Small Business
Year Founded	2008

## AlxTel Experience

Enterprise Service Provider	17 years
Web and Internet Systems	13 years
Electronic Document Management	9 years
Software Engineering	15 years
Systems/Facilities Management and Maintenance	17 years
Information System Security	13 years
Application Service Provider	13 years
Telecommunications Financial and Auditing Consulting Services	17 years
IT Management Consulting Services	17 years
Business Process Consulting Services	9 years
Documentation/Technical Writing	17 years
Digital Marketing	11 years
SEO	11 years
IT Help Desk	11 years
Cyber Security	13 years
DevOps	11 years
Project Management	11 years
Call Centers	11 years
Robotics and Automation	9 years
Cloud Service	11 years
Staff Augmentation	9 years
Audio and Visual	7 years
Healthcare IT	7 years

## Key Business Relationships

Federal Customers	<ol style="list-style-type: none"> <li>1. Department of Homeland Security (DHS)</li> <li>2. Social Security Administration (SSA)</li> <li>3. Environmental Protection Agency (EPA)</li> <li>4. Human and Health Services (HHS)</li> <li>5. National Park Services (NPS)</li> </ol>
State of Maryland Customers	<ol style="list-style-type: none"> <li>1. Department of Transportation (MDOT)</li> <li>2. Department of Safety and Correctional Services (DPSCS)</li> <li>3. Department of Information Technology (MDoIT)</li> <li>4. Department of Commerce (MDOC)</li> <li>5. Department of Labor (MDOL)</li> <li>6. Department of Budget &amp; Management (MDBM)</li> <li>7. Department of General Services (MDGS)</li> <li>8. State Board of Elections (MSBE)</li> <li>9. Maryland Health Benefit Exchange (MHBE)</li> <li>10. Montgomery College</li> <li>11. Washington County</li> <li>12. Maryland Courts (MDCourts)</li> </ol>
State of California	Eastern Municipal Water District
State of Hawaii	Department of Human Services
State of North Carolina	Department of Health and Human Services
State of Ohio	Columbus Metropolitan Library
Commercial Customers	<ol style="list-style-type: none"> <li>1. USA ( Vonage, Vinculum, Verizon, Excel, Lingo, VOIPTel, Ultatel, American Axess, Alkaip, Teleconnect, Teleplus, Nobel LTD, + 22 Healthcare and Pharmacies).</li> <li>2. 245 International Customers in Europe , Asia, LATAM, Africa</li> </ol>

## Key Partnerships

<p>AlxTel during the past 17 years managed to be accredited and certified by almost every single major software, hardware, and technology service in the globe. AlxTel has 115 Partnership Agreement with Technology Vendors and over 250 partnership agreements with technology service providers as shown below:</p>	
Hardware Technologies	Cisco, IBM, Dell, HPE, Extreme Networks, Logitech, Polycom, Ribbon, Zebra, Broadcom, Patton, Netgear, Ruckus, ....etc.
Software Technologies	Atlassian, AXWAY, Citrix, Commvault, Docusign, Entrust, Ivanti, jamF, Kofax, Lansweeper, McAfee, Microfocus, RedHat, VMWare, ...etc
Cloud Providers	Microsoft Azure, Google Cloud, AWS, IBM Cloud, Alibaba Cloud, Oracle Cloud, IXCloud, Salesforce Cloud, ServiceNow Cloud, ... etc
Service Providers	AT&T, Verizon, Deutsche Telekom, Belgacom BICs, Austria Telecom, Slovak Telecom, Telecom Argentina, Vonage, Dialpad, Ringcentral, 8x8, Zoom, Sangoma, Airtel, Orange, PCCW, ... etc.





## Manufacturer's Authorization Form

**Date:** June 24, 2022

**To:** MARYLAND DEPARTMENT OF TRANSPORTATION  
7201 CORPORATE CENTER DRIVE, DORSEY ROAD, HANOVER, MD, 21076, US

**Subject:** CCW-R Quote: 461400550

Cisco Systems, Inc., a company duly organized under the laws of the State of Delaware of the United States, having its principal place of business at 170 W. Tasman Drive, San Jose, CA 95134-1706, USA ("Cisco"), who is a provider of networking products and services, hereby confirms that, as of the date of this letter, ALXTEL INC ("Reseller") wishes to participate in the Bid or Project stated above and has entered into an Indirect Channel Partner Agreement which entitles Reseller to do the following:

1. resell and/or distribute Cisco products and/or services in United States to end users within that territory;
2. bid, negotiate and conclude a contract with you for the above products/services manufactured or supplied by Cisco. The Reseller is an independent contractor and has no authority to commit and/or bind Cisco or its affiliates in any way.

Cisco will, within the scope of its agreement with its authorized channels, provide support and product warranty services for Cisco products obtained through its authorized channels.

The confirmation provided under this Authorization form shall be accurate as of the date appearing at the top of this letter.

If you need any additional information, please do not hesitate to contact Jess Maraschiello at 716-597-5792. For more information about Cisco's channel partner program, please visit the following URL: <http://www.cisco.com/web/partners/index.html>.

Duly authorized to sign this authorization form for and on behalf of: Cisco Systems, Inc.

A handwritten signature in blue ink, appearing to read "Brian Dulac".

Brian Dulac, Director, Finance

# AlxTel, Inc.

8403 Colesville Road Suite 1100  
Sliver Spring, Maryland20910,  
United States  
sales@alxtel.com  
https://www.alxtel.com



Ref #: QUO-20250403175839  
Date Created: 04-03-2025 21:08  
Due Date: 04-25-2025 17:00

### Quotation For:

Name: Larry D McDonnell  
Email: larry.d.mcdonnell@wv.gov  
Phone: 304-558-2063  
Address: 163 GUS R DOUGLAS LN, BLDG 1  
, CHARLESTON, 57, United States

### Ship To:

Name: Larry D McDonnell  
Email: larry.d.mcdonnell@wv.gov  
Phone: 304-558-2063  
Address: 163 GUS R DOUGLAS LN, BLDG 1  
, CHARLESTON, 57, United States

### Details:

West Virginia Department of Agriculture  
04-03-2025-West Virginia Department of  
Agriculture-Meraki Access Points

Product	SKU	MP No	Quantity	MSRP	Rate	Discount	Tax	Amount
Meraki - Cisco - MR36H-HW "MERAKI MR36H WI-FI 6 CLOUD MANAGED AP Product stocked by manufacturer. Delivery times vary. Country of Origin: TW Weight: 1.41 Dim Weight: 99.27"	-	MR36H-HW	58	\$946.31	\$443.42	53.14%	No	\$25,718.36
Meraki - Cisco - MR57-HW "MERAKI MR57 WI-FI 6E INDOOR AP Product stocked by manufacturer. Delivery times vary. Country of Origin: TW Weight: 5.51 Dim Weight: 427.76"	-	MR57-HW	6	\$2,808.98	\$1,688.20	39.9%	No	\$10,129.20
Meraki - Cisco - LIC-ENT-5YR "CISCO MERAKI 5YR ENTERPRISE LICS AND SUP Product stocked by manufacturer. Delivery times vary. Country of Origin: US Weight: Dim Weight: "	-	LIC-ENT-5YR	64	\$752.63	\$390.41	48.13%	No	\$24,986.24

Sub-Total: \$60,833.80  
Taxable Subtotal: \$0.00  
Tax(0%): \$0.00  
**Grand Total: \$60,833.80**

### Note:

Delivery Date within 14 days.

# REFERENCES

Reference No. 1		
1.1.1	Name of client organization	Maryland State Department of Education
1.1.2	Client point-of-contact (POC)	Stephanie Everett
1.1.3	Client POC title	IT Assistant Director IV - IT Partner
1.1.4	Client POC phone	(410)-767-7062
1.1.5	Client POC Email:	stephanie.everett@maryland.gov
1.1.6	Contract start/end date (e.g., 7/01/2018 to 06/30/2021)	From 202 1 till Now
1.1.7	Description of goods and/or services provided/performed:	Multiple Technology Services
1.1.8	Type of business	Government Customer
Reference No. 2		
1.2.1	Name of client organization	Maryland Health Benefit Exchange (MHBE)
1.2.2	Client point-of-contact (POC):	Tracey D. Gamble, CMPO
1.2.3	Client POC title	Procurement Manager
1.2.4	Client POC phone	(410) 697-9695
1.2.5	Client POC Email	tracey.gamble1@maryland.gov
1.2.6	Contract start/end date (e.g., 7/01/2018 to 06/30/2021)	From 2020 till now
1.2.7	Description of goods and/or services provided/performed	Over 40 current projects
1.2.8	Type of business	Government Customer
Reference No. 3		
1.3.1	Name of client organization	Maryland Department of Transportation (MDOT)
1.3.2	Client point-of-contact (POC)	Evan Gray
1.3.3	Client POC title	Procurement Officer
1.3.4	Client POC phone	410-865-1326
1.3.5	Client POC Email	egray1@mdot.maryland.gov
1.3.6	Contract start/end date (e.g., 7/01/2018 to 06/30/2021)	From 2019 till now
1.3.7	Description of goods and/or services provided/performed	Multiple Technology Services
1.3.8	Type of business	Government Customer



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
11/12/2024

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> MARSH & MCLENNAN AGENCY LLC/PHS 22270718 The Hartford Business Service Center 3600 Wiseman Blvd San Antonio, TX 78251	<b>CONTACT</b> <b>NAME:</b> <b>PHONE</b> (800) 417-6635 (A/C, No, Ext):		<b>FAX</b> (A/C, No):
	<b>E-MAIL ADDRESS:</b>		
<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC#</b>	
<b>INSURED</b> AlxTel, Inc 8403 COLESVILLE RD SILVER SPRING MD 20910-6331	<b>INSURER A :</b>	Hartford Underwriters Insurance Company	30104
	<b>INSURER B :</b>	Hartford Fire Insurance Company	19682
	<b>INSURER C :</b>	Hartford Insurance Company of the Southeast	38261
	<b>INSURER D :</b>		
	<b>INSURER E :</b>		
	<b>INSURER F :</b>		

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/Y YYY)	LIMITS
A	<input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> General Liability			22 SBM BG6LSY	07/01/2024	07/01/2025	EACH OCCURRENCE \$2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000
							MED EXP (Any one person) \$10,000
							PERSONAL & ADV INJURY \$2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						GENERAL AGGREGATE \$4,000,000
							PRODUCTS - COMP/OP AGG \$4,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS			22 SBM BG6LSY	07/01/2024	07/01/2025	COMBINED SINGLE LIMIT (Ea accident) \$2,000,000
							BODILY INJURY (Per person)
		<input checked="" type="checkbox"/>	SCHEDULED AUTOS NON-OWNED AUTOS				BODILY INJURY (Per accident)
							PROPERTY DAMAGE (Per accident)
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB			22 SBM BG6LSY	07/01/2024	07/01/2025	EACH OCCURRENCE \$1,000,000
							AGGREGATE \$1,000,000
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$ 10,000						
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	22 WEC BG6LT7	07/01/2024	07/01/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER
							E.L. EACH ACCIDENT \$1,000,000
							E.L. DISEASE -EA EMPLOYEE \$1,000,000
							E.L. DISEASE - POLICY LIMIT \$1,000,000
B	FailSafe Technology Errors or Omissions Liability			22 SBM BG6LSY	07/01/2024	07/01/2025	Each Wrongful Act Aggregate Limit \$3,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES** (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Those usual to the Insured's Operations.

**CERTIFICATE HOLDER**

For Informational Purposes  
 8403 COLESVILLE RD  
 SILVER SPRING MD 20910-6331

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

*Susan L. Castaneda*

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# Request for Taxpayer Identification Number and Certification

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

**Give form to the  
requester. Do not  
send to the IRS.**

**Before you begin.** For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

<b>Print or type. See Specific Instructions on page 3.</b>	<b>1</b> Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) <b>AlxTel, Inc.</b>	
	<b>2</b> Business name/disregarded entity name, if different from above.	
	<b>3a</b> Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input checked="" type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____ <b>Note:</b> Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	
	<b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____  <i>(Applies to accounts maintained outside the United States.)</i>	
	<b>3b</b> If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions _____ <input type="checkbox"/>	
	<b>5</b> Address (number, street, and apt. or suite no.). See instructions. <b>8403 Colesville Road Suite 1100</b>	<b>Requester's name and address (optional)</b>
	<b>6</b> City, state, and ZIP code <b>Silver Spring, MD 20910</b>	
<b>7</b> List account number(s) here (optional)		

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

<b>Social security number</b>									
<b>or</b>									
<b>Employer identification number</b>									
2	6	-	1	8	5	7	8	4	3

**Note:** If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person	Date <b>07-23-2024</b>
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they