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Header 4

[List View](#)

General Information

[Contact](#)[Default Values](#)[Discount](#)[Document Information](#)[Clarification Request](#)

Procurement Folder: 1994002

Procurement Type: Central Master Agreement

Vendor ID: VS0000003180



Legal Name: GRANITE TELECOMMUNICATIONS LLC

Alias/DBA:

Total Bid: \$5,867,916.00

Response Date: 10/21/2026



Response Time: 13:22

Responded By User ID: Granite100



First Name: Stategov

Last Name: Bids

Email: stategovbids@granitenet.cc

Phone: 8573449625

SO Doc Code: CRFQ

SO Dept: 0231

SO Doc ID: OOT2700000007

Published Date: 10/16/26

Close Date: 10/22/26

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No 4 - LEO Satellite Internet



Total of Header Attachments: 4

Total of All Attachments: 4



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: 1994002
Solicitation Description: Addendum No 4 - LEO Satellite Internet
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2026-10-22 13:30	SR 0231 ESR10212600000003862	1

VENDOR
VS0000003180
GRANITE TELECOMMUNICATIONS LLC

Solicitation Number: CRFQ 0231 OOT2700000007
Total Bid: 5867916
Response Date: 2026-10-21
Response Time: 13:22:03
Comments:

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	LEO Internet Service	1.00000	LS	5867916.000000	5867916.00

Comm Code	Manufacturer	Specification	Model #
81161700			

Commodity Line Comments:

Extended Description:

Vendors Must fil out Exhibit A Pricing page in its entirety and submit with their bid*
 Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.



State of West Virginia

LEO Satellite Internet

RFQ # CRFQ 0231 OOT2700000007

Submission Date: 22 October 2026

SUBMITTED TO:

State of West Virginia

ADDRESS:

Department Of Administration Purchasing Division
2019 Washington ST E

CONTACT:

N: Toby L Welch

T: Senior Buyer

P: (304) 558-8802

E: toby.l.welch@wv.gov

SUBMITTED BY:

Granite Telecommunications, LLC

ADDRESS:

1 Heritage Drive
Quincy, MA. 02171

CONTACT:

N: Andrew Paschal

T: Senior National Account Manager

P: 561-475-3765

E: APaschal@granitenet.com

22 October 2026

State of West Virginia
2019 Washington ST E
Charleston WV 25305

Attention: Toby L Welch, Senior Buyer

Subject: SOLICITATION # CRFQ 0231 OOT2700000007-Granite proposal for *LEO Satellite Internet*

Dear Mr. Welch,

Granite Telecommunications, LLC ("Granite") is pleased to provide its proposal for LEO Satellite Internet. We are confident that our team's experience and resources will prove to be highly beneficial for the State of West Virginia's (the "State") transition to Starlink Services and the specifications outlined in this RFQ.

During more than twenty-four years in operation, Granite has successfully demonstrated that we are a trusted and reliable provider of telecommunication and network services. Granite has long-standing relationships with thousands of multi-site state, government department, local, education, federal government, and commercial entities providing comprehensive services to meet all telecommunication and internet needs.

Granite has been an authorized reseller of Starlink services since January 2025. We pride ourselves on providing State government customers with innovative Starlink solutions paired with Granite's owned, designed, and versatile managed PDU/power-cycle controller and network-based appliance, edgeboot, designed for AIOps, including AC-powered device management. This will guarantee the State has internet access while in the most rural areas of West Virginia and the Appalachian region.

To support our customers, Granite has built a support team of hundreds who work directly with customers to provide around-the-clock support and always ensure outstanding performance. Each Granite customer is designated a Government Account Manager who will act as the single point of contact for all the State's account needs. The State will receive support from some of the most qualified representatives on our team not only during implementation but also for the duration of the relationship.

Granite stands out with our agreements and relationships with all the major carriers, underlying carriers, and hardware manufacturers across the United States and Canada. Granite utilizes these relationships to save customers time and money. Granite provides customizable services to fit your distinct needs. For example, Granite can consolidate all the State's communications and internet services and provide just one bill for review, not hundreds from different suppliers. Granite can provide billing by region as defined by the State. Or the State can choose its own billing format entirely saving time and money.

Should you have any questions please contact APaschal@granitenet.com or 561-475-3765.

Sincerely,

Andrew Paschal

Andrew Paschal
Senior National Account Manager

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1 SOLUTION SUMMARY

1.1 STARLINK SERVICES WITH GRANITE

Starlink provides internet connectivity where other solutions cannot. When circumstances require dependable internet service for rural, remote, or underserved areas, service for emergencies or emergency backup or for popup events with large crowds, Starlink will connect the State to the internet. Backed by a dedicated team of experts, Starlink with Granite provides outstanding customer service.

A network of Low Earth Orbit (LEO) satellites, Starlink provides low-latency, high-speed, high-performance connectivity that is unbounded by local infrastructure. A complete Starlink kit can be configured as a mobile platform for easy setup or as a permanent configuration with quick installation by a Granite technician.

Starlink's LEO satellites orbit closer to Earth, allowing Granite to deliver reliable, high-speed internet to regions where existing options are either costly, unreliable, or completely unavailable. Starlink fulfills the need for connectivity when customers are unable to get reliable Broadband or DIA services or face poor cellular signal or cost prohibitive construction.

Granite and/or its underlying providers reserves the right, in their sole discretion, to (i) prioritize data or throttle connection during network congestion and/or (ii) limit the quality of video streams above high definition-type quality, and/or (iii) suspend or restrict service due to excessive data usage.

Granite can provide a publicly routable dedicated static IPv4 WAN address for fixed-location installations upon request.

1.2 GRANITE EDGEBOOTPRO

Starlink services from Granite include our proprietary, award-winning edgebootPro technology. Provided with every Starlink, Granite's edgebootPro is a managed PDU that can accurately detect when there is an issue with a connected edge device or modem. Granite edgeboot takes action up to and including a hard reboot to restore connectivity – all without employee intervention to keep the State running smoothly. The edgebootPro technology ensures a significant reduction in device downtime, time and effort spent on troubleshooting, and money spent on dispatch technicians. For State government use, this service can be ideal.

Granite also provides award-winning customer service based in Quincy, MA, with all US-based representatives available 24/7/365 and led by a single point of contact Government Account Manager available to solve all issues. Granite also provides customized billing to streamline your process.

Granite is proposing Starlink services at the State's mobile and non-mobile locations in the State's RFQ.

2 CUSTOMER SERVICE

Our award-winning customer service is easy to access. Granite's robust customer support team will support the State with this project providing superior customer support through the Government Account Program, Help Desk, and Network Operations Center (NOC).

We will provide the State with a single point of contact Government Account Manager, an expert on the State's account who is available at all hours via phone, email, and customer portals. Supported by a dedicated team of experts, including our trained in-house customer service team available 24/7/365 and Helpdesk, your Government Account Manager is there for all the State's needs. They can help the State make informed decisions, so the State can choose the best fitting solutions, no matter what the State does or where the State operates.

The State's Government Account Manager serves as the single point of contact for all service, billing, and general account issues. The Government Account Manager is responsible for the State's account. Through the Government Account Manager, the State has at their disposal a team of internal experts familiar with their account who work with the State to provide a smooth implementation of Granite's services. Weekly or "as needed" review meetings ensure that all the State's requirements are met.

Our dedicated point of contact and lightning-quick response mean that we detect, record, and resolve incidents nationwide before the public, and often the State's employees, see them.

2.1 NOC/HELPDESK

The State will have access to 24/7/365 support through Granite's Help Desk and NOC which monitor and immediately respond to reports of service trouble. Granite's Help Desk and NOC are located at Granite's headquarters in Quincy, Massachusetts; these resources remain fully staffed and ready to assist the State. Representatives are all on-site and the State can contact them by telephone, through e-mail, or via Granite's online portal. If the issue is with an underlying provider, the provider in question will be contacted by Granite and Granite will see the issue through to resolution. All these benefits, including Government Account Managers, Project Managers, Solutions Engineers, and billing experts, are available at no additional charge to the State.

Granite's NOC is tasked with monitoring CPU & Memory Utilization of core network and Customer Premises Equipment (CPE). Other information on what our NOC monitors can be found below:

- Circuit packet loss
- Latency
- Device status (up/down)
- Interface status (up/down)
- Daily, weekly, and monthly trend analytics
- Near real-time circuit bandwidth utilization
- Hardware health

2.2 ESCALATIONS

All tickets are assigned a unique identification number to ensure follow-through and resolution, and a ticket will not be closed until fully resolved. The State's Government Account Manager will follow up with all updates and communications until resolution is achieved to the State's satisfaction. If a more expedited resolution of service-affecting issues becomes critical, Granite will implement our established escalation procedures. Service-affecting issues may be escalated from the Government Account Manager through to Granite's Chief Executive Officer in extreme cases based on the procedure below.

Escalation Procedures	
Dedicated Premier Support Team Escalations	24/7/365 Customer Service Repair Toll Free: 866-847-5500 custserv@granitenet.com
Level 1 Government Account Manager	Responsibilities include day-to-day management of the State's account. The Government Account Manager will place all orders, communicate all updates and completions, and act as the State's advocate regarding any expedited requests or escalations with providers as the single point of contact for all Granite-provided services.
Level 2 Government Account Supervisor	Responsibilities include additional managerial support for the Government Account Manager and expedited requests or escalations.
Level 3 Government Account Director	Responsibilities include overseeing all Government Account team members and supporting the Government Account Supervisor and Account Manager with escalation requests. The director will proactively escalate all requests to the associated VP of Government Accounts to ensure a quick and smooth turnaround.
Level 4 Senior VP of Government Accounts	Responsibilities include leading Granite's Customer Service team members and ensuring Granite's customers receive the strongest resources the industry has to offer. Granite Senior Vice President of Government Accounts understands and is prepared to address and remediate customer challenges at all levels.

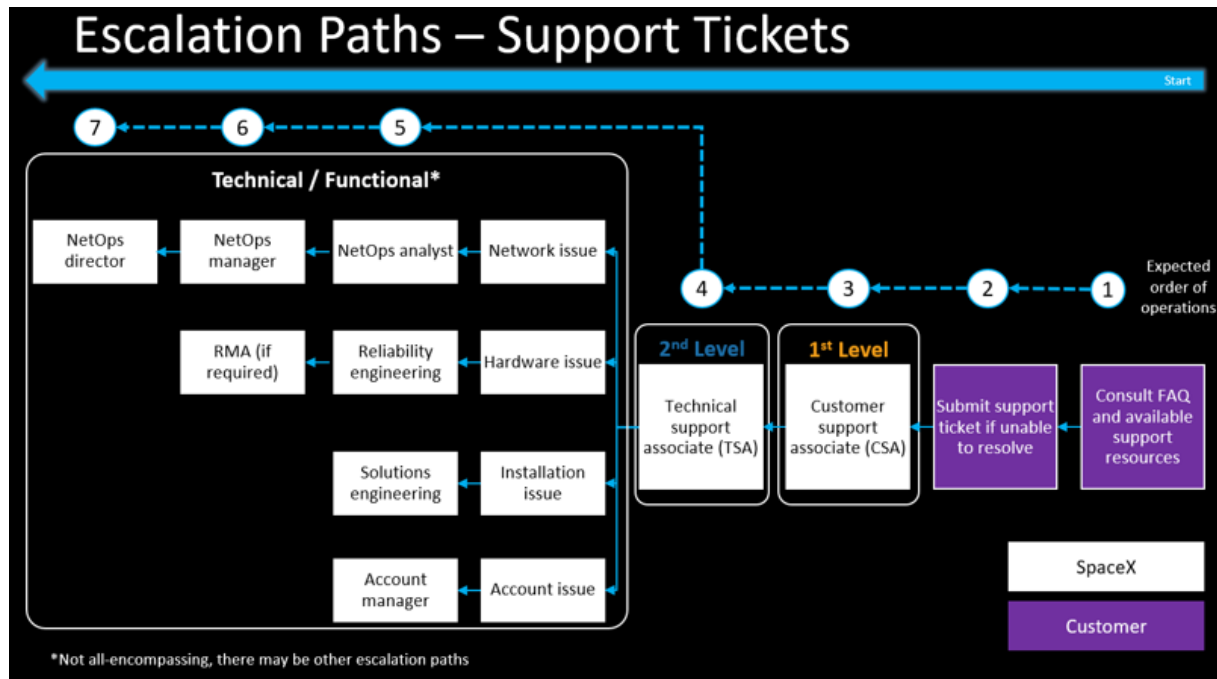
In instances where service issues are less critical, the Government Account Manager will maintain ongoing service issue tracking and provide weekly, bi-weekly, or monthly account status conference calls and/or reports, based on the State's preferences. Issue reports include review status and complete documentation of all repair issues; review status and complete documentation of uncompleted change orders; and review status and complete documentation of new location installs.

In addition to all project implementation reporting, program reviews will be presented to the State's team on a regularly scheduled basis. During the project life cycle, regular executive reviews are done by outlining the current overall status of the project on either a weekly or monthly basis depending on the needs and overall pace of the project and transition. This includes a quarterly business review where the entirety of the account is analyzed including inventory assessment, Move/Add/Change/Disconnect (MACD) statistics, Mean Time to Repair (MTTR) and trouble ticket reporting, ongoing project highlights, and any other specific items discussed to be reviewed between the State and Granite teams. These presentations can be done in person or virtually with the executive teams from both organizations, including the Government Account Team and Relationship Development Team. The quarterly business review can be done monthly as needed.

Granite accepts Telecommunication Change Requests for service ordering, modifications, suspensions, and disconnects. All move orders, add orders, and change orders are placed immediately. The Government Account Team directly, via electronic interfaces, coordinates managed installation of new facilities with underlying providers as well as all change management activity. These processes are further streamlined as the State can place orders via e-mail or via phone with its assigned Government Account Manager. Change management is done on a mutually agreed upon time schedule. Any changes that do not involve underlying last mile providers can be made in twenty-four (24) hours. Please see additional Starlink support contacts below.

- **Grace Yang | Starlink Enterprise Account Lead**
1 323-394-5145 | grace.yang@spacex.com
- **Skylar Bjorklund | Starlink Enterprise Account Lead**
skylar.bjorklund@spacex.com
- **Tim Meyer | Director of Enterprise Sales, US East/Canada**
1 703-627-0073 | timothy.meyer@spacex.com
- **John Lancaster | Sr. Manager - Enterprise Sales, US East/Canada**
1 508-272-9110 | JL@spacex.com

Please see the escalation path for support tickets below:



2.3 ROLES & RESPONSIBILITIES

Please see the roles, responsibilities, and stakeholders of the State's account below.

Role	Primary Responsibilities
Government Account Manager	- Aligns the Project Team with the State's objectives. - Approves project scope and timeline for Granite. - Identifies level of flexibility in triple constraints of time, resources, and scope. - Provides regular updates to the State. - First level of escalation for the State team for issues.
Granite Project Team PMO Project Managers Project Coordinators Government Account Team Provisioning Team Repair Team Network Integration Team (NI)	- Monitors timely completion of project activities. - Attends project meetings from kickoff to completion. - Coordinates support resources and tasks within their function. - Shares mutual accountability for achieving the project. - Provides regular updates to the Government Account Manager and the State. - Ensure the outlined process is followed internally with Granite resources and externally with the State. - Serves for the full duration of the project. - Ensures alignment of the project with overall strategy.
The State's Project Team	Approves project scope and timelines with Granite.

	• Identifies level of flexibility in constraints of time, resources, and scope on the State side for Granite. • Ensures SLAs outlined for the State team are followed. • Communicates areas of concern or improvement to Granite project team. • Escalates, where applicable, with Granite project team as outlined. • Coordinates support resources and tasks within their function. • Shares mutual accountability for achieving project completion. • Ensures alignment of the project with overall strategy.
Granite Contract Manager	• Dedicated representative for all contractual issues and counterpoint for the State's procurement team

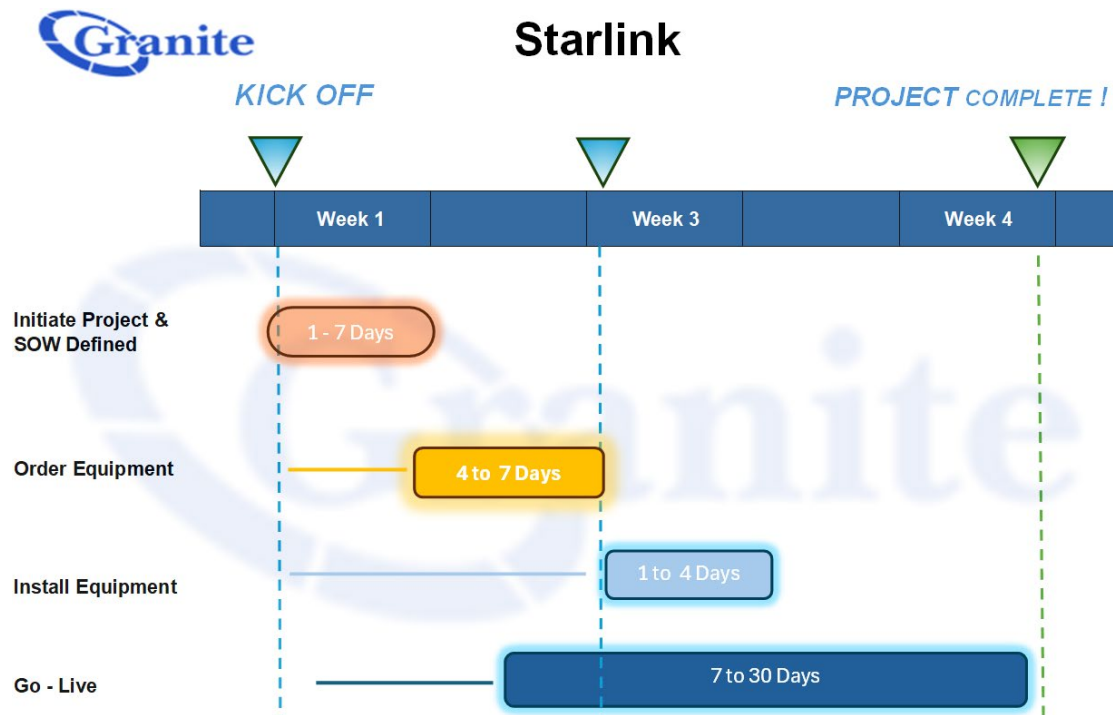
3 IMPLEMENTATION

The process of placing new orders, activating, deactivating service plans, and pausing their Starlink service requires Granite's Account Team to place many different tickets in our internal ticketing system.

- To place new orders, a ticket is placed with Granite's warehouse, located in Rhode Island. The hardware will be shipped to any of the State's locations.
- To activate the devices, the devices can either be activated before they arrive at the site or shipped cold to site. An Activations ticket will be placed to determine if the device can be installed by the State or if it needs to be installed by Granite's certified technicians. The technician would call into the Activations queue to reach a Granite Activation representative who would then activate the device on Granite's side. The device would then be visible on the Starlink portal that the State's Government Account Manager would see and confirm the activation status.
- To update the service plan, a Plan Change ticket will be opened.
- To pause service, a Pause/Resume ticket will be opened.
- To deactivate service, a Disconnect ticket will be opened and an Equipment ticket will be opened so the devices are returned to the warehouse.

If the State chooses to pay for the equipment upfront and deactivate their services with Granite, the State may keep the dish. The service will be deactivated, removed from Granite's account, and unlocked; any continued service must then be arranged directly with Starlink or another reseller.

Please see below an implementation timeline for Starlink services.



All dates are a projection based on average product timelines and can work at a flexible pace based on the State's input.

4 CUSTOMER PORTALS

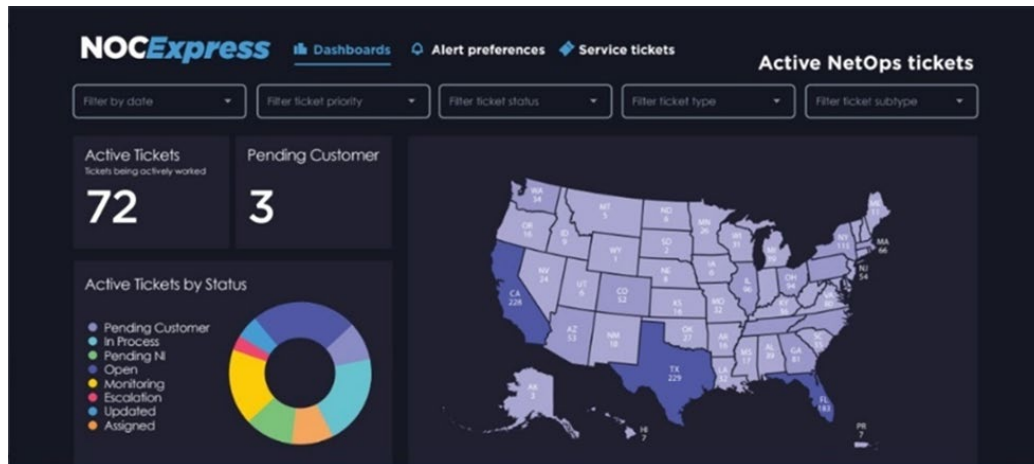
4.1 NOCExpress

NOCExpress for Advanced Network Management customizable platform delivers real-time insights and advanced tools to optimize network performance. NOCExpress is an innovative platform designed to enhance network operations management for enterprises. With NOCExpress, the State can effortlessly monitor and manage service tickets and network health through a customizable NOC dashboard within the all-in-one service portal.

Drawing on Granite's deep-seated expertise as a Managed Service Provider (MSP), NOCExpress offers an intuitive platform to visualize and take swift action on ticket trends, outages, and vital network data in real time. Seamlessly integrated with Granite's carrier portals, the platform streamlines ticket management processes from assignment to resolution. Moreover, NOCExpress seamlessly integrates with third-party ticket systems, further enhancing the State's visibility and control over their entire network ecosystem.

Crafted with the customer experience in mind, NOCExpress incorporates user-friendly self-service capabilities for a diverse range of ticket management functions, enabling customers to easily create, modify, and escalate tickets. Augmented by customizable options for monitoring

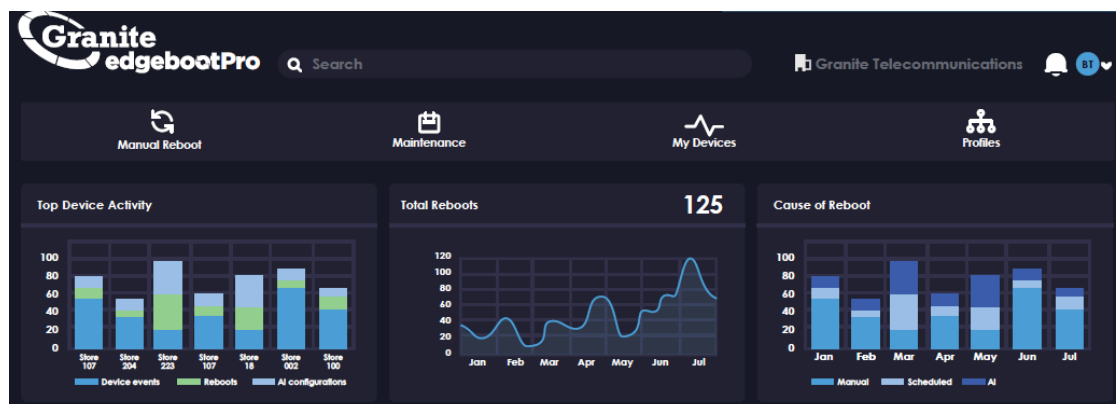
and alerts, the platform exemplifies Granite's ongoing advancements aimed at optimizing operational efficiency and network performance for its customers.



4.2 GRANITE EDGEBOOTPRO PORTAL

State users can view and manage their edgebootPro devices on the main Dashboard page of the edgebootPro portal, as well as on the Device Management - My Devices page. The edgebootPro dashboard grants access to device metrics such as total device reboots, cause of reboot, and total reboots over a specific period. Additionally, users can access the status of all connected devices: scroll through the inventory list or search for a specific device and quickly see the device's current health status, uptime, last reboot, and default profile type. The State can view the entire inventory list or click the Site ID, device name, or location of a device within the inventory list. You can do the following as well:

- View device-specific information such as serial number and LTE IP
- View & modify device-specific information
- View recent device events
- View ports of edgebootPro device and assign names to ports
- View total reboots per port
- Manually reboot device ports
- Schedule tasks for device ports



5 REFERENCES & NETWORK PROJECTS

Please see references below.

Texas Parks & Wildlife Department	
Contact Name	Gaylon Williams
Contact Phone Number	512-389-4554
Contact Email	gaylon.williams@tpwd.texas.gov
Services with Granite	Starlink
Contract Term	MTM

State of Colorado Office of Information Technology	
Contact Name	Gage Berger
Contact Phone Number	719-369-0564
Contact Email	gage.berger@state.co.us
Services with Granite	Starlink
Contract Term	MTM

5.1 NETWORK INSTALLATION PROJECTS

Please see the project descriptions of Granite's previous network installation projects in the Appalachian Region below.

Blue Ridge Regional Jail	
Services	SDWAN Solution - 5 sites (Bedford, Hallifax, Madison Heights, Lychburg, and Bustburg), DIA 50mbps circuits, Broadband 500/35mbps circuits, and Managed Network Services.
Project Description	Located in the Blue Ridge Mountains, remote and rural areas - SDWAN Solution - 5 sites (Bedford, Hallifax, Madison Heights, Lychburg, and Bustburg), DIA 50mbps circuits, Broadband 500/35mbps circuits, and Managed Network Services. Some sites needed to pivot from the original carrier due to construction cost, but Granite was able to make corrections to continue with the project.

7-Brew	
Services	The deployment included installation and configuration of primary internet circuits, Starlink wireless backup connectivity, and the complete network infrastructure stack, including firewalls, modems, routers,

	switches, wireless access points, and connected endpoint devices.
Project Description	Successfully delivered end-to-end network integration and technology deployment for multiple new retail store openings, ensuring each location was fully operational on schedule. Our team provided dedicated onsite technicians for a three-day installation and commissioning effort, managing all telecom and low-voltage cabling requirements while coordinating carrier activations and connectivity testing. The deployment included installation and configuration of primary internet circuits, Starlink wireless backup connectivity, and the complete network infrastructure stack, including firewalls, modems, routers, switches, wireless access points, and connected endpoint devices. Additionally, comprehensive security solutions were implemented through deployment of IP camera systems and associated networking components.

<u>Lansing Central School District</u>	
Services	Internet, VOIP, and POTS replacements
Project Description	Lansing Central School District is a rural district in Tompkins County, NY. To provide reliable internet, VOIP and POTS replacements, Granite first installed a DIA circuit designed to run native SIP trunking over. Upon completion of that project, Lansing Central School District turned to Granite to replace POTS lines used for life safety applications (elevator, fire alarms, intrusion lines) with Granite's proprietary EPIK device.

<u>Clearfield County</u>	
Services	Replacing legacy analog desk phones with a fully hosted PBX (HPBX) solution
Project Description	Granite partnered with Clearfield County to modernize its communications environment

	by replacing legacy analog desk phones with a fully hosted PBX (HPBX) solution. Working closely with the County IT staff, Granite managed the porting of all existing telephone numbers to ensure a seamless transition with no disruption to inbound or outbound communications. To simplify deployment, Granite pre-configured the new phones and equipment for a true plug-and-play installation, allowing County IT personnel to quickly connect devices across locations without extensive setup or technical complexity. Through careful planning, coordinated implementation, and hands-on project management, migration was completed smoothly and successfully, providing Clearfield County with a more reliable, scalable, and feature-rich communications platform that better supports both IT administration and end users.
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Carbon County, PA	
Services	POTS Replacement Services
Project Description	Granite partnered with the County to replace their legacy POTS lines with Granite's EPIK services. The project went very smoothly. The installation was completed successfully, and no issues were reported during or after implementation.

6 PRICING

Please see the attachment labeled *Exhibit A – Pricing Page* for pricing information.

6.1 BENEFITS AND BILLING ACCURACY

Granite has provided pricing to accompany this response document. Any savings noticed within Granite's pricing do not take into account the added value that comes from streamlining service management and moving services to less expensive platforms. In addition to these benefits afforded to the State, Granite will provide our award-winning account support and industry-leading, truly national billing platform all without any sacrifice in quality or reliability of the incumbent products. Throughout the life of the State's account with us, Granite's assigned billing analyst for the State will ensure that the invoices we send are accurate and only include what has been explicitly agreed upon.

6.2 COST MITIGATION

As previously mentioned, Granite provides project management services free of charge with the proposed solution. Granite is committed to working with the State throughout the transition to make the move to Granite's platform as smooth as possible. To accomplish this commitment, Granite will work collaboratively with the State to mitigate potential construction costs by implementing a phased transition plan. In the event additional costs come to light relative to the installation of services at a given location, e.g., construction costs that become visible as the result of more in-depth site surveys, Granite will notify the State of such costs and will work with the State to propose alternative solutions for the affected location(s). Granite's electronic-bonding, large volume of services (2 million lines/circuits), long-standing relationships, and state, local government, and education contracts with the nation's most prominent underlying service providers afford Granite increased leverage that we employ to our customers' advantage.

6.3 PRICING NOTES

Please see the pricing notes below.

- For Fixed LEO Service (4.1.2; 4.1.3; 4.1.4), Pricing consists of Starlink Unlimited Data Plan, Internet Access Recovery Charge, and any applicable taxes, fees, or surcharges.
- For Fixed LEO Equipment Kit (4.1.5), Pricing consists of Mini Kit Equipment charge, Activation charge, Shipping charge, and any applicable taxes, fees, or surcharges.
- For Professional Installation (≤ 50 ft demarc) (4.1.6), Pricing is Standard Starlink installation price.
- For Static IPv4 WAN Address (Optional) (4.1.7), Pricing consists of Static IP charge.
- For Demarc Extension > 50 ft (Optional) (4.1.6), Granite has provided pricing for our Starlink Mini 15M Starlink Cable including any applicable taxes, fees, and surcharges. To determine a per-foot price for the State, Granite divided the total cable cost by the 15M cable length (49.2ft), resulting in calculating the per foot pricing.

- For Mobile LEO Service (4.2.2; 4.2.3; 4.2.4), Pricing consists of Starlink Unlimited Data Plan, Internet Access Recovery Charge, and any applicable taxes, fees, or surcharges.
- For Mobile LEO Equipment Kit (4.2.5), Pricing consists of Mini Kit Equipment charge, Activation charge, Shipping charge, and any applicable taxes, fees, or surcharges.
- For Mounting Hardware – Vehicle (4.2.5), Pricing consists of Starlink Mini Magnet Mount charge and any applicable taxes, fees, or surcharges.
- For Mounting Hardware – Window (4.2.5), Pricing consists of Starlink Mini Window Mount charge and any applicable taxes, fees, or surcharges.
- For Mounting Hardware – Tripod (4.2.5), Pricing consists of Starlink Mini Tripod Mount charge and any applicable taxes, fees, or surcharges.
- For Mounting Hardware – Pole (4.2.5), Pricing consists of Starlink Mini Pipe Adaptor and Flat Mount charge, and any applicable taxes, fees, or surcharges. Please note that the Starlink Mini Pipe Adaptor and Flat Mount come standard with every Mini Kit. The State will not be charged for either the Starlink Mini Pipe Adaptor or the Flat Mount unless the State orders additional units.
- For Replacement Hardware (Optional) (4.1.7; 4.2.6), Pricing consists of Mini Kit Equipment charge, Activation charge, Shipping charge, and any applicable taxes, fees, or surcharges.
- The Mounting Hardware - Pole (4.2.5), Pricing is provided however this is included in the Mobile LEO Equipment Kit (4.2.2, 4.2.3, 4.2.4) at no additional cost. The price only applies to additional purchases.

7 BUSINESS LICENSES

Please see Granite's Certificate with the State of West Virginia below.



***I, Kris Warner, Secretary of State of the State of
West Virginia, hereby certify that***

GRANITE TELECOMMUNICATIONS, LLC

was duly authorized under the laws of this state to transact business in West Virginia as a foreign limited liability company on August 08, 2002.

The company is filed as an at-will company, for an indefinite period.

I further certify that the company has not been revoked or administratively dissolved by the State of West Virginia nor has the West Virginia Secretary of State issued a Certificate of Cancellation or Termination to the company.

Accordingly, I hereby issue this Certificate of Authorization

CERTIFICATE OF AUTHORIZATION

Validation ID:0WV48_9T9FN



*Given under my hand and the
Great Seal of the State of
West Virginia on this day of*

July 15, 2025

A handwritten signature in black ink, appearing to read "Kris Warner".

Secretary of State

Notice: A certificate issued electronically from the West Virginia Secretary of State's Web site is fully and immediately valid and effective. However, as an option, the issuance and validity of a certificate obtained electronically may be established by visiting the Certificate Validation Page of the Secretary of State's Web site, <https://apps.wv.gov/ios/businessentitysearch/validate.aspx> entering the validation ID displayed on the certificate, and following the instructions displayed. Confirming the issuance of a certificate is merely optional and is not necessary to the valid and effective issuance of a certificate.

8 CERTIFICATE OF INSURANCE

Please see attachment labeled *Granite – Certificate of Insurance* for Granite’s COI information.

9 REQUIRED FORMS

Please see attachment labeled *Granite - CRFQ 0231 OOT2700000007 Required Forms* for the signed required forms.

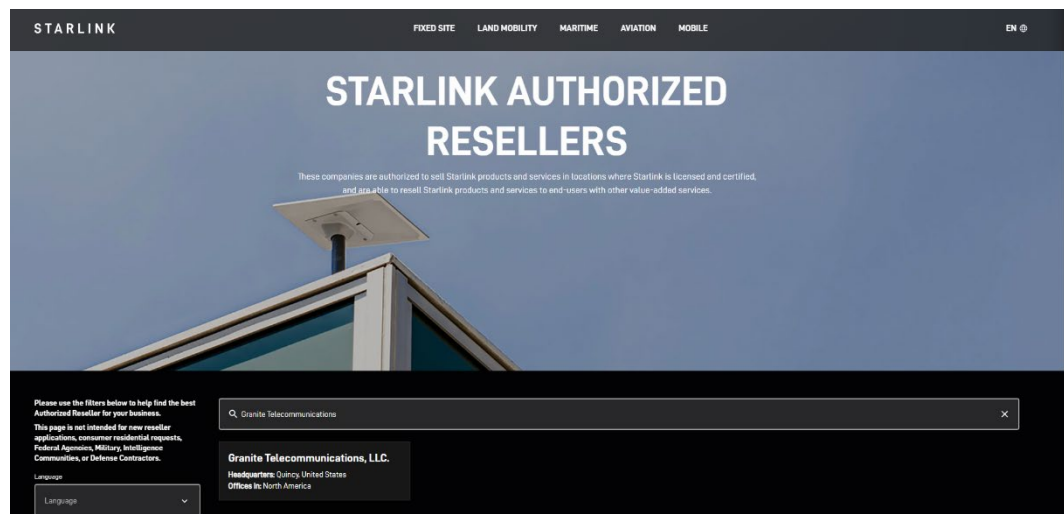
Please see the Contract Manager information listed below.

Contract Manager Name	Rachael McIver
Phone Number	617-804-6370
Fax Number	617-328-0312
Email	RMciver@granitenet.com

10 ADDITIONAL GRANITE INFORMATION

Granite has the experience, capability, and resources necessary to provide the services requested. Further information about Granite, its service offerings and capabilities are included on Granite’s website at www.granitenet.com. Please see the additional information below.

- Granite’s representations and certifications have been completed electronically at <https://sam.gov>.
- Granite’s DUNS: 11-177-7939, SPIN: 143025539, FRN: 0006800221, FIN: 04-3643290, CAGE: 39NE4
- Please see Granite Telecommunications, LLC as an authorized reseller of Starlink services on Starlink’s website: <https://starlink.eulerapp.com/>



- This proposal shall remain valid for a period of 90 days from October 22, 2026

11 CONCLUSION

The Granite team thanks the State for the opportunity to provide this response, and we are looking forward to further discussions regarding the proposed solution. Granite is built on our reputation for delivering the products and services our customers need on time and on budget. We understand that our customers now have more choices than ever when selecting service providers. Accordingly, we strive to consistently meet our customers' needs to act as a single provider for all telecommunications needs. It is Granite's goal to provide first-class service so that each one of our customers is given the true level of service they deserve.

Granite is proposing Starlink internet services for both the State's mobile and non-mobile locations. We take pride in our exemplary solutions for Starlink projects and field support services, as well as a level of customer support that is second to none. We are excited about the opportunity to work with you, and we look forward to hearing your decision. If any questions arise while reviewing Granite's response to this RFP, please feel free to reach out to our team contact above, Andrew Paschal, at 561-475-3765 or APaschal@granitenet.com. We look forward to hearing from you soon.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

6/30/2026

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 have ADDITIONAL INSURED provisions or 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).

PRODUCER Arthur J. Gallagher Risk Management Services, LLC 115 Federal Street Boston MA 02110	CONTACT NAME: Hunter Araujo PHONE (A/C, No, Ext): E-MAIL ADDRESS: hunter_araujo1@ajg.com FAX (A/C, No): 617-646-0400														
INSURED Granite Telecommunications, LLC 1 Heritage Drive Quincy MA 02171	<table><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr><tr><td>INSURER A : Great Northern Insurance Company</td><td>20303</td></tr><tr><td>INSURER B : Federal Insurance Company</td><td>20281</td></tr><tr><td>INSURER C : Chubb National Insurance Company</td><td>10052</td></tr><tr><td>INSURER D : Pacific Indemnity Company</td><td>20346</td></tr><tr><td>INSURER E :</td><td></td></tr><tr><td>INSURER F :</td><td></td></tr></table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Great Northern Insurance Company	20303	INSURER B : Federal Insurance Company	20281	INSURER C : Chubb National Insurance Company	10052	INSURER D : Pacific Indemnity Company	20346	INSURER E :		INSURER F :	
INSURER(S) AFFORDING COVERAGE	NAIC #														
INSURER A : Great Northern Insurance Company	20303														
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INSURER C : Chubb National Insurance Company	10052														
INSURER D : Pacific Indemnity Company	20346														
INSURER E :															
INSURER F :															

COVERAGES**CERTIFICATE NUMBER:** 1349040128**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 INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PRO-JECT ☐ LOC OTHER:			36097949	6/30/2026	6/30/2027	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 \$
A	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY			73665768	6/30/2026	6/30/2027	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$			56746708	6/30/2026	6/30/2027	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 \$
C D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N N	N / A	71897289 71897290	6/30/2026 6/30/2026	6/30/2027 6/30/2027	☒ PER STATUTE ☐ 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

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

CERTIFICATE HOLDER**CANCELLATION**

Evidence of Coverage Only

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

Arthur J. Gallagher Risk Management Services, LLC

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ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD

THIS CERTIFICATE SUPERSEDES PREVIOUSLY ISSUED CERTIFICATE



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
Telecomm

Proc Folder: 1994002			Reason for Modification: Addendum No 2 is issued to modify the bid opening date
Doc Description: Addendum No 2 - LEO Satellite Internet			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-10-06	2026-10-15 13:30	CRFQ 0231 OOT2700000007	3

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000003180
Vendor Name : Granite Telecommunications, LLC
Address : 1 Heritage Drive.
Street : 1 Heritage Drive.
City : Quincy
State : MA **Country :** United States **Zip :** 02171
Principal Contact : Ryan Goldrick
Vendor Contact Phone: 617-837-5739 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor
Signature X

FEIN# 04-3643290

DATE 13 OCT 2026

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

ADDITIONAL INFORMATION

Addendum No 2 is issued for the following reasons:

1) To modify the bid opening date from 10/08/2026 to 10/15/2026

---no other changes---

INVOICE TO

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

SHIP TO

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	LEO Internet Service	1.00000	LS		

Comm Code**Manufacturer****Specification****Model #**

81161700

Extended Description:

****Vendors Must fill out Exhibit A Pricing page in its entirety and submit with their bid****

Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS**Line****Event****Event Date**

1	Questions are due by 3:00 p.m.	2026-09-21
---	--------------------------------	------------

SOLICITATION NUMBER: CRFQ OOT2700000007

Addendum Number: 2

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:

Addendum No 2 is issued for the following reasons:

1) To modify the bid opening date from 10/08/2026 to 10/15/2026

---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.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ OOT27*007

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)

☒ Addendum No. 1	☐ Addendum No. 6
☒ Addendum No. 2	☐ Addendum No. 7
☒ Addendum No. 3	☐ Addendum No. 8
☐ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ 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 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.

Granite Telecommunications, LLC

Company



Authorized Signature

13 OCT 2026

Date

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

Revised 6/8/2012



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
Telecomm

Proc Folder: 1994002			Reason for Modification:
Doc Description: LEO Satellite Internet			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-09-11	2026-09-29 13:30	CRFQ 0231 OOT2700000007	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000003180
Vendor Name : Granite Telecommunications, LLC
Address : 1 Heritage Drive.
Street : 1 Hertage Drive
City : Quincy
State : MA **Country :** United States **Zip :** 02171
Principal Contact : Ryan Goldrick
Vendor Contact Phone: 617-837-5739 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor
Signature X *Ryan Goldrick*

FEIN# 04-3643290

DATE 13 OCT 2026

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 the West Virginia Office of Technology (WVOT) to establish an open-end contract for the purchase of a turnkey Low Earth Orbit (LEO) satellite internet solution as more fully described in the specifications contained herein.

INVOICE TO

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

SHIP TO

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	LEO Internet Service	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description:

****Vendors Must fill out Exhibit A Pricing page in its entirety and submit with their bid****

Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2026-09-21

	Document Phase	Document Description	Page 3
OOT2700000007	Final	LEO Satellite Internet	

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
Telecomm

Proc Folder: 1994002			Reason for Modification: Addendum No 1 is issued to modify the bid opening
Doc Description: Addendum No 1 - LEO Satellite Internet			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-09-28	2026-10-08 13:30	CRFQ 0231 OOT2700000007	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000003180
Vendor Name : Granite Telecommunications, LLC
Address : 1 Heritage Drive.
Street : 1 Heritage Drive.
City : Quincy
State : MA **Country :** United States **Zip :** 02171
Principal Contact : Ryan Goldrick
Vendor Contact Phone: 617-837-5739 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  **FEIN#** 04-3643290 **DATE** 13 OCT 2026

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

ADDITIONAL INFORMATION
Addendum No 1 is issued for the following reasons:
1) To modify the bid opening date from 09/29/2026 to 10/08/2026.
---no other changes---

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	LEO Internet Service	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description:
 Vendors Must fil out Exhibit A Pricing page in its entirety and submit with their bid*
 Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2026-09-21

	Document Phase	Document Description	Page 3
OOT2700000007	Final	Addendum No 1 - LEO Satellite Internet	

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
Telecomm

Proc Folder: 1994002

Doc Description: Addendum No 2 - LEO Satellite Internet

Reason for Modification:

Addendum No 2 is issued to
modify the bid opening date

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-10-06	2026-10-15 13:30	CRFQ 0231 OOT2700000007	3

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000003180

Vendor Name : Granite Telecommunications, LLC

Address : 1 Heritage Drive.

Street : 1 Heritage Drive.

City : Quincy

State : MA

Country : United States

Zip : 02171

Principal Contact : Ryan Goldrick

Vendor Contact Phone: 617-837-5739

Extension:

FOR INFORMATION CONTACT THE BUYER

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

**Vendor
Signature X** 

FEIN# 04-3643290

DATE 13 OCT 2026

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

ADDITIONAL INFORMATION

Addendum No 2 is issued for the following reasons:

1) To modify the bid opening date from 10/08/2026 to 10/15/2026

---no other changes---

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	LEO Internet Service	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description:

****Vendors Must fil out Exhibit A Pricing page in its entirety and submit with their bid****

Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Questions are due by 3:00 p.m.	2026-09-21

	Document Phase	Document Description	Page 3
OOT2700000007	Final	Addendum No 2 - LEO Satellite Internet	

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
Telecomm

Proc Folder: 1994002			Reason for Modification:
Doc Description: LEO Satellite Internet			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-09-11	2026-09-29 13:30	CRFQ 0231 OOT2700000007	1

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

VENDOR		
Vendor Customer Code: VS0000003180		
Vendor Name : Granite Telecommunications, LLC		
Address : 1 Heritage Drive.		
Street : 1 Heritage Drive.		
City : Quincy		
State : MA	Country : United States	Zip : 02171
Principal Contact : Ryan Goldrick		
Vendor Contact Phone: 617-837-5739	Extension:	

FOR INFORMATION CONTACT THE BUYER
Toby L Welch (304) 558-8802 toby.l.welch@wv.gov

Vendor Signature X 	FEIN# 04-3643290	DATE 13 Oct 2026
---	-------------------------	-------------------------

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

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Ryan Goldrick, AVP Contracts & Compliance

(Address) 1 Heritage Drive. Quincy, MA 02171

(Phone Number) / (Fax Number) 617-837-5739

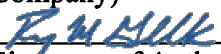
(email address) RGoldrick@granitenet.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Granite Telecommunications, LLC

(Company)


(Signature of Authorized Representative)

Ryan Goldrick, AVP Contracts & Compliance

(Printed Name and Title of Authorized Representative) (Date)

617-837-5739

(Phone Number) (Fax Number)

RGoldrick@granitenet.com

(Email Address)

REQUEST FOR QUOTATION
Low Earth Orbit Satellite - Internet

8.4 The following remedies shall be available to Agency upon default.

8.4.2 Immediate cancellation of the Contract.

8.4.3 Immediate cancellation of one or more release orders issued under this Contract.

8.4.4 Any other remedies available in law or equity.

9 MISCELLANEOUS:

9.3 No Substitutions: Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.

9.4 Vendor Supply: Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.

9.5 Reports: Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

9.6 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Rachael McIver
Telephone Number: 617-804-6370
Fax Number: 617-328-0312
Email Address: RMciver@granitenet.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
Telecomm

Proc Folder: 1994002

Doc Description: Addendum No 3 - LEO Satellite Internet

Reason for Modification:

Addendum No 3 is issued to
modify the bid opening date

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-10-14	2026-10-22 13:30	CRFQ 0231 OOT2700000007	4

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000003180

Vendor Name : Granite Telecommunications, LLC

Address : 1 Heritage Drive

Street : 1 Heritage Drive

City : Quincy

State : MA

Country : United States

Zip : 02171

Principal Contact : Ryan Goldrick

Vendor Contact Phone: 617-837-5739

Extension:

FOR INFORMATION CONTACT THE BUYER

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

**Vendor
Signature X**

FEIN# 04-3643290

DATE 20 OCT 2026

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

ADDITIONAL INFORMATION
Addendum No 3 is issued for the following reasons:
1) To modify the bid opening date from 10/15/2026 to 10/22/2026
---no other changes---

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	LEO Internet Service	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description:
 Vendors Must fil out Exhibit A Pricing page in its entirety and submit with their bid*
 Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2026-09-21

	Document Phase	Document Description	Page 3
OOT2700000007	Final	Addendum No 3 - LEO Satellite Internet	

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
Telecomm

Proc Folder: 1994002			Reason for Modification: Addendum No 4 is issued to publish vendor questions with the Agency's responses.
Doc Description: Addendum No 4 - LEO Satellite Internet			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-10-16	2026-10-22 13:30	CRFQ 0231 OOT2700000007	5

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000003180
Vendor Name : Granite Telecommunications, LLC
Address : 1 Heritage Drive
Street : 1 Heritage Drive
City : Quincy
State : MA **Country :** United States **Zip :** 02171
Principal Contact : Ryan Goldrick
Vendor Contact Phone: 617-837-5739 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  FEIN# 04-3643290 DATE 20 OCT 2026

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

ADDITIONAL INFORMATION

Addendum No 4 is issued for the following reasons:

1) To publish the vendor questions with the Agency's responses.

---no other changes-----

INVOICE TO	SHIP TO
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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
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	LEO Internet Service	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description:

****Vendors Must fil out Exhibit A Pricing page in its entirety and submit with their bid*****

Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2026-09-21

	Document Phase	Document Description	Page 3
OOT2700000007	Final	Addendum No 4 - LEO Satellite Internet	

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
Telecomm

Proc Folder: 1994002

Doc Description: Addendum No 4 - LEO Satellite Internet

Reason for Modification:

Addendum No 4 is issued to
publish vendor questions with the
Agency's responses.

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-10-16	2026-10-22 13:30	CRFQ 0231 OOT2700000007	5

BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON WV 25305

US

VENDOR

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Signature X**

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DATE

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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	LEO Internet Service	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
81161700			

Extended Description:
Vendors Must fil out Exhibit A Pricing page in its entirety and submit with their bid*
Enter the grand total amount from the pricing page into the unit price field to give a lump sum amount.

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Questions are due by 3:00 p.m.	2026-09-21

SOLICITATION NUMBER: CRFQ OOT2700000007

Addendum Number: 4

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:

Addendum No 4 is issued for the following reasons:

- 1) To publish the vendor questions with the Agency's responses.

---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.

ATTACHMENT A

STATE OF WEST VIRGINIA PURCHASING DIVISION

SOLICITATION CRFQ OOT27-07

Low Earth Orbit (LEO) Satellite Internet Services

VENDOR QUESTIONS & STATE RESPONSES

Question (Q.1): Our team is respectfully asking if there is a possibility of a two week extension on the response?

State Response: Bid opening will remain 10/22/2026 01:30 PM EDT. Any modifications to bid opening dates will be published in an official addendum. Vendors should check wvOASIS often for updates.

Question (Q.2): We noticed for Fixed LEO Service, the service data plan requests a qty of 12000 and equipment plan of qty of 500. Has the state purchase 11500 devices? If so, is the State looking for a managed service provider to take over the existing hardware? Typically each hardware kit would have its own data plan.

State Response: This is an open-end contract. Quantities listed on the Pricing Pages are estimated purchase volumes for evaluation purposes only. Actual amounts ordered may vary and will be on demand during the life of the contract. The State is not seeking a managed service provider to take over existing hardware.

Question (Q.3): We noticed for Mobile LEO Service, the service data plan requests a qty of 6000 and equipment plan of qty of 300. Has the state purchase 11500 devices? If so, is the State looking for a managed service provider to take over the existing hardware?

State Response: This is an open-end contract. Quantities listed on the Pricing Pages are for evaluation purposes only; actual amounts ordered may vary and will be on demand during the life of the contract. The State has not previously purchased hardware for this procurement and is not looking for a managed service provider to take over existing hardware.

Question (Q.4): Can the State clarify how respondents should address elements of a proposed LEO solution that may not be explicitly captured within the pricing workbook? For example, LEO solutions may include different terminal types and installation methods depending on the deployment scenario. We would like to ensure our response accurately reflects our proposed solution while remaining aligned with the State's intended evaluation criteria.

State Response: Vendors must complete the Pricing Pages in wvOASIS in their entirety as provided. Contract award will be made to the Vendor that provides Contract Items meeting mandatory

specifications for the lowest overall total cost. Submitting modified pricing pages or unapproved line items may result in bid disqualification.

Question (Q.5): Is the state looking for a specific Fixed Leo Devices. There are multiple options available with different performance and use case options.

State Response: The State is not specifying a mandatory hardware brand or model. Vendors may propose compliant Fixed LEO equipment options provided all mandatory specifications in Section 4.1 are met, including minimum sustained bandwidth of 100 Mbps download and 25 Mbps upload, unlimited unthrottled data, and 24x7x365 technical support.

Question (Q.6): Please confirm, , Is the state looking to purchase the equipment kit or is the state looking at a lease rental model for both Fixed and Mobile LEO services?

State Response: The State is purchasing complete turnkey satellite equipment kits (including satellite dish/antenna, modem, and necessary mounting hardware), not entering into a lease or rental agreement.

Question (Q.7): Can the State confirm whether static IP addresses are required for the Starlink solution?

State Response: Per Section 4.2.8, providing a static external WAN IP address is a mandatory requirement for Mobile LEOS Internet Service. Any proposed LEO solution must satisfy this requirement.

Question (Q.8): The Pricing Page includes references to “Estimated Quantity” and associated figures. Can the State clarify what these quantities represent (for example, locations, devices, or another unit of measure)?

State Response: This is an open-end contract. Quantities listed on the Pricing Pages are estimated purchase volumes provided for evaluation purposes only. Actual amounts ordered may vary and will be on demand during the life of the contract.

Question (Q.9): Can the State confirm whether a proposal should be included with the pricing submission?

State Response: This solicitation is a competitive bid awarded to the qualified Vendor meeting mandatory specifications for the lowest overall total cost. Vendors must electronically submit pricing via wvOASIS along with all mandatory qualification documentation required under Section 4.3.2.

Question (Q.10): Can the State provide additional details regarding the proposal evaluation criteria that will be used to assess submissions?

State Response: The Contract shall be awarded to the qualified Vendor that provides the Contract Items meeting all required specifications for the lowest overall total cost as calculated on the Pricing Pages.

Question (Q.11): Regarding PWS Section 4.3.2.4, requiring five (5) rural installation projects specifically within West Virginia or the Appalachian region: Given that commercial LEO satellite

systems are inherently non-terrestrial and standardized across all geographic zones, will the State consider relevant past performance executing remote, austere, or rural network and satellite installations in other CONUS/OCNUS regions as satisfying this qualification, so as to avoid restricting competition under W. Va. CSR § 148-1-6?

State Response: The Agency is amending Section 4.3.2.4 to avoid unnecessarily restricting competition while ensuring vendors possess proven operational capability in difficult terrain. Vendors may satisfy the qualification requirement by demonstrating five (5) completed satellite or network installation projects in rural, remote, or geographically challenging/austere environments within CONUS or OCNUS regions. Experience within West Virginia or the Appalachian region remains acceptable but is not required to meet the minimum qualification."

Question (Q.12): Does "unlimited" mean that the service must have no monthly data cap or overage charges, while permitting a defined quantity of priority/high-speed data followed by continued unlimited service at standard, best-effort, or reduced speeds?

State Response: Unlimited data' for this purpose means that the service plan must feature unlimited data consumption with zero hard data caps and zero usage overage charges. Proposed service plans may utilize standard commercial network management policies (such as priority data pools followed by standard unlimited best-effort service during peak network congestion), provided that the connection remains active and operational without hard cut-offs or billing penalties.

Question (Q.13): Does the RFQ require unlimited data at the same service level, speed, priority, and quality of service for the entire billing period, with no throttling, deprioritization, or change in performance after a specified amount of usage?

State Response: See question 12

Question (Q.14): Would the evaluation committee consider a high-throughput GEO (Geostationary) solution if it meets or exceeds all stated bandwidth, uptime, and application requirements? Modern GEO solutions offer comparable data throughput and exceptional link stability, and we would welcome the opportunity to submit a compliant unlimited data alternative.

State Response: No. The solicitation specifically mandates a Low Earth Orbit (LEO) satellite direct internet solution. Geostationary (GEO) solutions do not satisfy the mandatory scope.

Question (Q.15): On Pricing Page: Requesting clarity for why the number of " per month " quantities is different from the number of " per unit " quantities that are broken down for both Fixed and Mobile.

State Response: This is an open-end contract. Quantities listed are estimated purchase volumes for evaluation purposes only. Equipment quantities reflect estimated physical units purchased, while monthly quantities reflect estimated aggregate billable service months across all active connections.

Question (Q.16): Estimated quantities: Do the 12,000 fixed-service months and 6,000 mobile-service months represent aggregate billable months across all connections? What evaluation period and

deployment assumptions underlie these quantities relative to the 500 fixed and 300 mobile equipment kits?

State Response: Yes. The service month quantities represent aggregate evaluation figures across the estimated contract period. This is an open-end contract; actual quantities ordered may vary and will be on demand during the life of the contract.

Question (Q.17): Deployment schedule: What are the anticipated contract start date, initial order quantities, and rollout schedule? We understand purchases are not guaranteed, but an estimated activation schedule would help with planning and pricing.

State Response: This is an open-end contract where orders and deployment schedules will be issued on demand via agency release orders during the life of the contract. Per Section 7.1, equipment delivery for standard orders must occur within ten (10) working days, and emergency equipment delivery within five (5) working days after receipt of order. Full site installation and service activation timelines will be mutually scheduled upon release order issuance, allowing up to fifteen (15) working days for standard site deployments.

Question (Q.18): Locations and coverage: Can the State provide anticipated fixed-site locations, or at least a breakdown by county and facility type? Must mobile coverage extend beyond West Virginia?

State Response: Fixed installation sites encompass State facility locations throughout West Virginia as designated on individual release orders. Mobile services are intended for deployment state-wide across West Virginia.

Question (Q.19): Mobile bandwidth discrepancy: Section 4.2.2 specifies 100 Mbps download and 25 Mbps upload, while Exhibit A lists 50/25 Mbps. Which requirement governs?

State Response: For Mobile LEOS Internet Service, Section 4.2.2 and Exhibit A govern: minimum sustained bandwidth is 50 Megabits per second download and 25 Megabits per second upload. Fixed LEOS Internet Service requires 100 Mbps download and 25 Mbps upload.

Question (Q.20): Performance measurement: How will “typical bandwidth” over a rolling 30-day period be measured and evaluated? Are there specific latency, availability, or service-credit requirements?

State Response: Performance and bandwidth compliance will be evaluated using standard network monitoring tools based on average throughput measured over a rolling 30-day window during normal operating conditions. Short-term speed fluctuations caused by adverse weather or brief satellite handoffs will not constitute a default. Prior to declaring a vendor default under Section 8, the State will provide written notice and a mandatory 30-day cure period to troubleshoot and resolve performance issues.

Question (Q.21): Unlimited data: Under Sections 4.1.3–4.1.4 and 4.2.3–4.2.4, would a plan with a defined priority-data allowance followed by unlimited lower-priority data qualify, provided there is no fixed speed cap? Or must all data remain at the same priority level regardless of consumption?

State Response: The Agency is amending this response to allow standard commercial satellite tiering. Service plans that include a defined monthly priority data allocation followed by unlimited, unthrottled standard data will qualify, provided that standard data access remains active without hard monthly caps, artificial speed caps, or usage overage fees. The single unit price you enter for the monthly service line item must cover the entire cost of the plan you choose—whether that is a standard business plan or a higher-tier priority plan that guarantees compliance with the State's non-throttling / bandwidth rules.

Question (Q.22): Expected usage: What monthly data consumption, user counts, and principal applications should vendors anticipate? Will the connections primarily support everyday operations, backup connectivity, or emergency response?

State Response: Satellite connections will support routine operational connectivity, high-speed remote access, and backup/emergency communications at State facilities and mobile units throughout West Virginia.

Question (Q.23): Mobile operation: Must mobile terminals provide connectivity while vehicles are moving, or only while stationary? What vehicle types and operating environments are anticipated?

State Response: Mobile terminals are required to support stationary field operations upon deployment. In-motion (COTM) satellite connectivity while vehicles are actively traveling is not a mandatory requirement, though mounting solutions must allow temporary or semi-permanent vehicle attachment for rapid field setup

Question (Q.24): Service terms and suspension: Must individual connections be offered month-to-month, or are minimum service commitments acceptable? Is the ability to pause and reactivate service required, and how should any standby or reactivation charges be presented?

State Response: This is an open-end contract where services are ordered on demand. Mandatory minimum service commitments outside the open-end contract structure cannot be imposed. All pricing must adhere strictly to the Pricing Pages.

Question (Q.25): Eligible networks: Please confirm whether any LEO network meeting the specifications is eligible, including Starlink and Eutelsat OneWeb. May vendors propose different networks or terminal models for fixed and mobile service?

State Response: Any Low Earth Orbit (LEO) satellite network meeting all mandatory specifications and vendor qualifications (such as authorized direct provider or reseller status) is eligible.

Question (Q.26): Fixed installation scope: What site conditions should vendors assume for the installation unit price under Section 4.1.6? Must surveys, permits, lifts, trenching, structural work,

electrical work, and obstruction removal be included, or may exceptional site work be separately quoted for approval?

State Response: Standard fixed installation unit pricing covers standard professional mounting, outdoor rated cabling up to 100 feet, and demark extension to adjacent CPE networking gear under typical site conditions. If extraordinary site work (such as heavy trenching, bucket lifts, or major obstruction clearing) is required at a specific state facility, the vendor may submit a detailed site survey and task order scope for agency review and approval prior to executing extraordinary work.

Question (Q.27): Mobile installation and accessories: Must all four mounting options be compatible with the same mobile terminal? Please clarify the intended window-mount application and whether vehicle installation, wiring, and power adapters are required. If installation is required, where should that labor be priced?

State Response: Vendors must offer compatible Vehicle, Window, Tripod, and Pole mounting options for the proposed mobile terminals. Individual agency release orders will designate the specific mounting style required per unit. All hardware accessories, power adapters, and standard field-assembly labor must be bundled into the unit price for the designated mobile equipment and installation line items on the Pricing Pages.

Question (Q.28): Static IPv4: Under Section 4.1.8, may the persistent public static IPv4 address be delivered through a vendor-managed VPN or tunnel, or must it be assigned directly by the satellite network? Does Exhibit A's quantity of 300 represent aggregate site-months or 300 sites requiring service over a longer period?

State Response: Providing a static external WAN IP address is mandatory for Mobile LEOS. A vendor-managed VPN or tunnel delivering a persistent public static IPv4 address to the CPE is acceptable. The quantity of 300 is an estimated evaluation quantity under this open-end contract.

Question (Q.29): Support and replacement hardware: Does included 24x7x365 support cover remote assistance only, or also onsite dispatch? Please clarify response and restoration targets, warranty expectations, replacement turnaround, and the equipment and failure scenarios covered by the optional replacement-hardware line.

State Response: Mandatory 24x7x365 technical support covers continuous helpdesk, remote diagnostics, and phone/ticket support. Onsite technical dispatch is not required under the base support agreement unless separately requested on a release order. For hardware failures under warranty or covered by optional replacement line items, replacement hardware must be shipped via expedited courier within two (2) business days of ticket confirmation.

Question (Q.30): Certification and experience: What documentation is acceptable if the proposed manufacturer does not offer formal installer certification? May subcontractors or installation partners

satisfy the requirement for five qualifying installation projects in West Virginia or the Appalachian region?

State Response: Per Section 4.3.2, vendors must confirm all installation and support will be performed by technicians certified and trained on the proposed equipment, and demonstrate rural installation experience in West Virginia or the Appalachian region. Subcontractors may be utilized to satisfy qualifications.

Question (Q.31): Delivery and acceptance: Do the 30-day standard and 15-day emergency deadlines in Section 7.3 apply to equipment delivery only, or to completed installation and activation? What acceptance criteria determine when recurring billing may begin?

State Response: The Agency clarifies that Section 7.1 governs hardware shipment, while Section 7.3 governs full site deployment and acceptance:

- **Standard Orders:** Equipment delivery within ten (10) working days; full installation and operational verification within thirty (30) calendar days of order receipt.
- **Emergency Orders:** Equipment delivery within five (5) working days; emergency deployment and operational verification within fifteen (15) calendar days of order receipt.
- **Billing Acceptance:** Recurring monthly service billing may commence only after complete site installation and verified operational ping/throughput service

Question (Q.32): Optional-item evaluation: Please confirm whether all optional items are included in the evaluated grand total. Where fixed and mobile equipment costs differ, what common pricing basis should vendors use for the replacement-hardware line?

State Response: Contract award is based on the lowest overall total cost calculated across the Pricing Pages in wvOASIS. Vendors must complete all line items on the Pricing Pages in their entirety.

Question (Q.33): The estimated quantities are identified as follows; the estimated number of fixed LEO equipment is 500 per site with 12,000 fixed LEO services estimated per month and the estimated mobile LEO equipment is 300 per unit with 6,000 estimated mobile LEO services per month.

State Response: This is an open-end contract. Quantities listed are estimated purchase volumes for evaluation purposes only. Actual amounts ordered may vary and will be on demand during the life of the contract.

Question (Q.34): The fix LEO equipment is measured in per site. Does this mean multiple units (terminals) will be installed at each fixed location?

State Response: This is an open-end contract. Quantities listed are for evaluation purposes only. Specific terminal deployments per site will be ordered on demand via agency release orders.

Question (Q.35): The total number of estimated services (18,000) doesn't match the total estimated amount of equipment (600) requested.

State Response: This is an open-end contract. Quantities listed are for evaluation purposes only.

Service month quantities represent aggregate billable months across the evaluation period, not a 1:1 monthly match to initial hardware units.

Question (Q.36): Is there existing hardware deployed that would consume the 700 (500 fixed, 200 mobile) extra service units?

State Response: No. This is an open-end contract with estimated evaluation quantities. There is no existing state hardware being converted or serviced under this contract.

Question (Q.37): If existing LEO equipment is deployed that will purchase services via this contract, what are the make and model terminal equipment that needs to be supported?

State Response: Not applicable. This procurement is for new turnkey LEO satellite equipment kits and associated services. The State is not requesting support for existing legacy equipment.

Question (Q.38): The service being requested is unlimited, subject only to reasonable network management practices or fair-use policies. What is considered reasonable fair-use or network management practices and implementing such policies at what data allowance would be acceptable? By definition, fair-use or network management practices will impair services.

State Response: The Agency clarifies that 'unlimited data' prohibits hard usage caps, soft caps triggering immediate speed drops, or per-gigabyte billing. Standard commercial LEO satellite Fair Use Policies (FUP) and reasonable network management practices implemented by the network operator during periods of severe peak congestion are acceptable, provided that traffic is not intentionally throttled or deprioritized solely because an agency has reached a specific monthly data threshold, and operational connectivity is maintained

Question (Q.39): Can NAT'd public IP addresses be provided in lieu of static public IP addresses?

State Response: No. NAT'd public IP addresses do not satisfy the requirement. Section 4.2.8 mandates a static external WAN IP address for Mobile LEOS Internet Service.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ OOT27*007

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)

☒ Addendum No. 1	☐ Addendum No. 6
☒ Addendum No. 2	☐ Addendum No. 7
☒ Addendum No. 3	☐ Addendum No. 8
☒ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ 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 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.

Granite Telecommunications, LLC

Company



Authorized Signature

20 OCT 2026

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012

Contract Item	Description	Unit of Measure	Estimated Quantity	Unit Price	Extended Price
Fixed LEO Service (4.1.2; 4.1.3; 4.1.4)	Monthly service providing typical 100/25 Mbps bandwidth, unlimited data, no routine throttling	Per Month	12,000	\$267.49	3209880
Fixed LEO Equipment Kit (4.1.5)	Dish/antenna, modem, mounting hardware	Per Site	500	\$652.48	326240
Professional Installation (≤50 ft demarc) (4.1.6)	Manufacturer-certified install, weatherproofing, grounding	Per Site	500	\$750.00	375000
Static IPv4 WAN Address (Optional) (4.1.7)	Dedicated, publicly routable IPv4 address	Per Site / Per Month	300	\$40.00	12000
Demarc Extension >50 ft (Optional) (4.1.6)	Additional cabling beyond included 50 ft	Per Linear Foot	10,000	\$0.72	7200
Mobile LEO Service (4.2.2; 4.2.3; 4.2.4)	Typical 50/25 Mbps bandwidth, unlimited data	Per Month	6,000	\$267.49	1604940
Mobile LEO Equipment Kit (4.2.5)	Mobile dish/antenna + modem (if required)	Per Unit	300	\$652.48	195744
Mounting Hardware – Vehicle (4.2.5)	Vehicle mount	Per Unit	300	\$80.80	24240
Mounting Hardware – Window (4.2.5)	Window mount	Per Unit	300	\$52.79	15837
Mounting Hardware – Tripod (4.2.5)	Tripod mount	Per Unit	300	\$77.01	23103
Mounting Hardware – Pole (4.2.5)	Pole mount	Per Unit	300	\$28.28	8484
24x7x365 Technical Support (4.1.7; 4.2.6)	Included support for all equipment and services	Included	N/A	Included	Included
Replacement Hardware (Optional) (4.1.7; 4.2.6)	Replacement dish/modem due to failure	Per Unit	100	\$652.48	65248
				Grand total	5867916

*****NOTE*****

Vendors must enter a unit price for every Contract Item listed on the Pricing Pages.

If a Vendor enters a unit price of ‘0.00,’ the State will interpret this as the Vendor offering the item at no cost for the entire term of the Contract, including all renewal years.

Estimated quantities listed on the Pricing Pages are for evaluation purposes only.

No minimum or maximum purchase volume is guaranteed or implied. Actual usage may vary and the State makes no commitment to purchase any specific quantity of any Contract Item.

Failure to provide a unit price for every Contract Item may result in disqualification.