



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 4

List View

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 1994002

Procurement Type: Central Master Agreement

Vendor ID: VS0000048072



Legal Name: FMC GLOBALSAT INC

Alias/DBA:

Total Bid: \$6,739.70

Response Date: 10/22/2026



Response Time: 12:21

Responded By User ID: scottdavis



First Name: Scott

Last Name: Davis

Email: scott.davis@mtnsat.com

Phone: 7034245036

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 ESR10222600000003907	1

VENDOR
VS0000048072
FMC GLOBALSAT INC

Solicitation Number: CRFQ 0231 OOT2700000007
Total Bid: 6739.69999999999818101059645 **Response Date:** 2026-10-22 **Response Time:** 12:21:21
Comments: No discounts to be offered.

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

Vendor Signature X	FEIN#	DATE
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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	6739.700000	6739.70

Comm Code	Manufacturer	Specification	Model #
81161700			

Commodity Line Comments: See attachments for Exhibit A pricing, Capabilities statement for pAst Performance and Acknowledgement of Addendums. We have also submitted a full quote with explanation and breakdown of services provided along with options.

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.



1200 E Las Olas Blvd
Suite 302
Fort Lauderdale FL 33301
United States

COMMERCIAL CONTRACT

Estimate # SEE15437
Date 10/22/2026
PO #

Bill To:
State of West Virginia
10 Hale St
Charleston West Virginia 25301
United States

Ship To:
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10 Hale St
Charleston West Virginia 25301
United States

Annual Subscriptions & Data Plans

Item	Description	Quantity	Rate	Amount
StarEdge Unlimited - In Motion	Unlimited data plan with a 500 GB monthly prioritized data allotment per kit on our network; local fixed or mobile coverage, with cumulated bandwidth up to 350Mbps on LEO satellites, subject to fair use policy in place at that time for the monthly data allotment, billed annually.	18,000	\$1,680.00	\$30,240,000.00
VPN	Our VPN (Virtual Private Network) add-on includes a routable static IP block. Each subscription provides one (1) fixed static IP address, which can be routed over any WAN connection at the site. You can ensure that your data and communications are protected from unauthorized access and potential cyber threats. By encrypting your internet traffic and routing it through a remote server, our VPN service creates a secure tunnel, allowing your team to access sensitive information and resources in an office or remotely while maintaining the confidentiality and integrity of your data.	300	\$600.00	\$180,000.00
Pooled Plan Primary	Primary service with monthly data allotment per Site, poolable between all Sites, (the "Pooled Subscription"), subscribed at that time. Each Site will be added to the Pooled Subscription data plan on an incremental basis at the above price per Site. Monthly data allotment will be formulated such as: TB allotment x (Number of sites installed). Blackout or paused site(s) will be deduced from the data pooled.	18,000	\$120.00	\$2,160,000.00
Premium Support	Premium 24/7 Support: Offering mission-critical proactive support tailored for our large portfolio clients. This includes a dedicated account manager and NOC (Network Operations Center) resources, ensuring a response time of under 4 hours for mission critical issues. In case of critical outages, technicians will be dispatched immediately within 24 hours as required.	18,000	\$180.00	\$3,240,000.00
Global Terminal Access Fee - Terrestrial	A monthly access fee for each activated terminal on a Fixed Location or Land Mobility plan, billed annually.	18,000	\$360.00	\$6,480,000.00
Annual Subscriptions				\$42,300,000.00

One-Time Purchases

Item	Description	Quantity	Rate	Amount
Activation & Setup	Required Accessories & One Time Fee per System installed. Include modem configuration, server set up (if provided) and one time network activation fee per kit.	800	\$500.00	\$400,000.00
ST-STD-V4	OPTION 1: (more likely to atten order speed requirements) Standard Starlink-Kit-Business-V4	800	\$350.00	\$280,000.00
ST-PERF-G3	OPTION 2: Starlink Performance Kit -(Gen 3)-1x Starlink Performance Dish, 1x Advanced Power Supply, 1x Starlink Performance Cable 25m, 1x Starlink Ethernet Cable 5m, 1x Starlink AC Power Cable 1.5m, 1x Starlink DC cable 1.5m	800	\$2,000.00	\$1,600,000.00
Starlink.Mini.02535001-502-CO	OPTION 3: (recommended for mobile field deployments with a limited number of users and temporary or semi-permanent setups) Starlink Mini is a compact, portable kit that can easily fit in a backpack, designed to provide high-speed, low-latency internet on the go.	800	\$499.00	\$399,200.00
Custom Hardware	Antenna mounting hardware compatible with the supplied Starlink terminal. Mount type will be confirmed for each site or mobile unit before installation, based on deployment requirements.	800	\$235.00	\$188,000.00
Custom Hardware	Additional Network Cabling: Standard Ethernet cable for demarc extensions. Total allowance: 10,000 linear feet	800	\$25.00	\$20,000.00



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10 Hale St
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United States

Ship To:
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10 Hale St
Charleston West Virginia 25301
United States

Item	Description	Quantity	Rate	Amount
PEPLINK-B-ONE-5GN-T-PRM	1x 5G Modem, 2x Ethernet WAN, 2X2 MIMO Simultaneous Dual-Band (2.4GHz / 5GHz), Wi-Fi 6, 1Gbps Router Throughput , Includes full antenna set (Load Balancer - With 5G)	800	\$625.00	\$500,000.00
Onfield Commissioning	Field Technician technical installation at a rate of \$1500 per day. A travel cost of \$750 will be added to the total invoice amount to cover travel expenses for US-continental travel and \$1550 for International travel.	500	\$1,500.00	\$750,000.00
Trip Fee	Technician-associated travel expenditures.	500	\$750.00	\$375,000.00
Shipping & Handling	Shipping and handling within the continental United States at a fixed rate of \$280 per kit, delivered to the Customer's designated location. Risk of loss of Equipment transfers to Customer upon delivery of the Equipment to the carrier in either shipping option (but title will pass only upon payment of the Equipment Price in full). We are not responsible for any delay in delivery caused by any carrier.	800	\$280.00	\$224,000.00
One-Time Fees				\$4,736,200.00
Subtotal				\$47,036,200.00
Tax (%)				\$0.00
Total				\$47,036,200.00



1200 E Las Olas Blvd
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COMMERCIAL CONTRACT

Estimate # SEE15437
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PO #

Bill To:
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10 Hale St
Charleston West Virginia 25301
United States

Ship To:
State of West Virginia
10 Hale St
Charleston West Virginia 25301
United States

A. Terms of Your Order

1. Agreement
By accepting the fees and terms of this Commercial Contract ("Contract"), Customer also agrees to the StarEdge, Inc. Master Services Agreement and Terms & Conditions ("MSA"), available at staredge.com/terms and incorporated herein by reference. StarEdge Inc. is the contracting affiliate for purposes of this Contract and the MSA. The terms of this Contract shall take precedence over the MSA solely with respect to the specific Services, Equipment, pricing, quantities, service term and other commercial terms expressly stated in this Contract.

2. Subscription Payment Terms
Due upon receipt

3. Subscription Payment Frequency
Annual Billing

4. Currency
US Dollar

5. Proposal Expiration
12/20/2026

6. Shipping Terms
As per Line Item

7. Overage Terms
Unlimited Data Plan - no overage charges

8. Contract Length
12 Months

9. Estimated Start Date
10/01/2026

10. Estimated End Date
10/31/2027

11. Additional Terms
a. Terms and Conditions apply – documentation provided separately.
b. Pricing quoted FOB Fort Lauderdale, FL, exclude all import fees and taxes – incoterm 2010. This agreement is subject to a US CPI index adjustment on an annual basis at its anniversary date.
c. Managed network services can be provided on a \$220.00 per hour
d. Customer further agrees to be named in any StarEDGE promotional and marketing collateral.
e. The links StarEDGE and other networks use to exchange data traffic may become congested at times and therefore end customers may experience congestion-based Management which may reduce data speeds and increase latency.
f. Satellite & Wireless network may be limited or geo-fenced subject to specific country local regulatory approval. Wireless network access shall be limited to Country A list.
g. The initial term is 12 months, extendable for up to 10 years upon approval



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10 Hale St
Charleston West Virginia 25301
United States

Ship To:
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10 Hale St
Charleston West Virginia 25301
United States

I AGREE TO THE FEES AND TERMS OF THIS ESTIMATE:

Print Name

Title

Company

Date

Upon your execution, this document is a binding order for the products and services set forth herein.

StarEDGE Inc. relies on the accuracy of the billing information listed above, and is unable to issue a Credit Memo or resubmit an invoice due to incorrect billing information listed. Please ensure your company name, addresses and contacts included on this document are correct.

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	\$195.00	2340000
Fixed LEO Equipment Kit (4.1.5)	Dish/antenna, modem, mounting hardware	Per Site	500	\$2,015.00	1007500
Professional Installation (≤50 ft demarc) (4.1.6)	Manufacturer-certified install, weatherproofing, grounding	Per Site	500	\$2,250.00	1125000
Static IPv4 WAN Address (Optional) (4.1.7)	Dedicated, publicly routable IPv4 address	Per Site / Per Month	300	\$50.00	15000
Demarc Extension >50 ft (Optional) (4.1.6)	Additional cabling beyond included 50 ft	Per Linear Foot	10,000	\$2.00	20000
Mobile LEO Service (4.2.2; 4.2.3; 4.2.4)	Typical 50/25 Mbps bandwidth, unlimited data	Per Month	6,000	\$195.00	1170000
Mobile LEO Equipment Kit (4.2.5)	Mobile dish/antenna + modem (if required)	Per Unit	300	\$1,929.00	578700
Mounting Hardware – Vehicle (4.2.5)	Vehicle mount	Per Unit	300	\$235.00	70500
Mounting Hardware – Window (4.2.5)	Window mount	Per Unit	300	\$235.00	70500
Mounting Hardware – Tripod (4.2.5)	Tripod mount	Per Unit	300	\$235.00	70500
Mounting Hardware – Pole (4.2.5)	Pole mount	Per Unit	300	\$235.00	70500
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	\$2,015.00	201500
				Grand total	6739700

*****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.



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

Vendor Customer Code:

Vendor Name :

Address :

Street :

City :

State :

Country :

Zip :

Principal Contact :

Vendor Contact Phone:

Extension:

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

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			
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.

MTN Government Solutions LLC

Company

Authorized Signature

10/22/2026

Date

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



MTN Government Solutions (MTNGOV) Capabilities Statement

Contracting Information

Website: www.mtnsatgov.com
UEI: NULHB7LJWPG7
CAGE Code: 8VQ24
CS-3 COMSATCOM - GS00Q17NRD4020
FCSA COMSATCOM - GS-35F-0056S
GSA MAS - 47QTCA19D00HG
- SINs 517410, 33411, OLM, 811212, 54151S/ECOM

Business Information

MTNGOV Est.: 2007 (Originally)
Employees: 11

MTNGOV Headquarters

1200 E. Las Olas Blvd, Suite 400
Ft Lauderdale, FL 33301

Key Contacts

1. David Scott Davis, CEO MTN Government Solutions
2. Mark Desantis, SVP Operations MTN Government Solutions
3. Kelly Dennehy, VP Business Development

Services

Installation, Managed end-to-end VSAT Services, 24 x 7 Global NOC
Starlink, OneWeb, Ku, C, Ka and X bandwidth space segments services
24/7 NOC Assistance, 365 Customer Support
VSAT Provisioning, w/ Full Engineering for large and small deployment
Global Project Analysis—Requirements Necessary and Needs Analysis
Client/Partner Development with Strategic Teaming and Partnering

NAICS Codes

238210: Telecommunications equipment and wiring
334220: Satellite communications equipment manufacturing
515111: Satellite Radio Networks
517110: Wired Telecommunications Carriers
517310: Telecommunications Resellers
517410: Satellite Telecommunications Carriers and Resellers



About MTNGOV

MTNGOV offers a comprehensive range of communications solutions to Government end users designed to meet the most intricate communications requirements. We deliver turnkey, end-to-end solutions, integrated technologies, Managed Satellite Services, and Starlink/Starshield complete managed services. Services include solutions for legacy voice, VOIP, data, internet, and compressed video utilizing state-of-the-art VSAT technologies. We have an integrated global reach network comprising multiple C-, Ku, Ka, and X-band satellites, an extensive, redundant terrestrial backbone, diverse points of presence and reseller agreements with Starlink through our sister company Orbius for customer interfaces and added value.

MTNGS's core competencies consist of Managed VSAT networks, Satellite Engineering, Satellite Management Consulting and direct solutions utilizing Starlink and OneWeb. Through the integration of these competencies. We offer "One Stop Shop" managed VSAT/Leo services and solutions, which utilize industry and business-process knowledge in combination with system solution expertise. We identify and implement solutions that are designed to improve the competitiveness and operating efficiency of Government clients.

Notable Clients – Current and Past

MTNGOV Past Performance:

National Oceanic and Atmospheric Administration (NOAA): MTNGOV provides satellite space segment and bandwidth managed services connecting VSAT terminals on 13 NOAA ships to MTNGOV points of presence ashore. These services include C and Ku space segment, teleport gateway, connectivity, engineering and transmission planning. MTNGOV coordinates with operators to monitor the performance of NOAA's satellite circuits and remote VSAT performance in ocean areas across the globe. MTNGOV has supported this customer for over 17 years as a prime and subcontractor based on the procurement requirements.

Advanced Weather Interactive Processing System (AWIPS)

AWIPS is a technologically advanced processing, display, and telecommunications system that is the cornerstone of the United States National Weather Service's (NWS) operations. MTNGOV provides AWIPS with teleport uplink services to support the National Weather Service connecting 125+ weather forecast offices and training/support locations to a primary and back up teleport for national weather forecasting. Additionally MTNGOV provides all technical support for maintenance and semi-annual preventive maintenance (PM) site visits.

Defense Information Security Agency (DISA): MTNGOV provided satellite bandwidth for global communications connectivity with redundant overlapping reach, with no impact to the DoD war fighter.



The global satellite enterprise system was comprised of a geospatially diversified satellite infrastructure, geographically diverse ground entry points (GEP), and contiguous non preemptable bandwidth available 24/7/365 with priority restoral services to support government operations utilizing government and military owned and operated sub 1 meter, 1 meter, 1.2 meter, 1.6 meter, and 2.4 meter very small aperture Ku/X/C-band transportable tactical terminals (VSATs). This contract was vital for national security and continuity of Government.

West Virginia Department of Transportation (WVDoT): Providing Starlink data services to 5 DoT sites in Northern West Virginia for the past 2 years. Supporting high throughput data services and 24 x 7 NOC.

WV National Guard: Providing Starlink data services to 3 National Guard locations in West Virginia for the past 2 years. Supporting high throughput data services and 24 x 7 NOC.

National Science Foundation: Providing services to McMurdo and Palmer stations in the Antarctic. This includes 5 Starlink antennas with Primary and back-up services, with Unlimited data services and 24 x 7 NOC. The starlink services for the NSF are routed through gateways in Melbourne and Sao Paulo, connecting to the Lumen NSF private network in Denver, CO.

Orbius Past Performance:

Faroe Island Community Gateway: Providing fiber like connectivity to the entire community. This gateway supports up to 23,000 people on the Islands. We provided installation services of this gateway to include establishing network connectivity back to our MPLS. We are an active ISP for the Faroe Island and provide 24 x 7 NOC support.

Falkland Islands Community Gateway: Providing fiber like connectivity to the entire community. This gateway supports up to 3,000 people on the Islands. We provided installation services of this gateway to include establishing network connectivity back to our MPLS. We are an active ISP for the Faroe Island and provide 24 x 7 NOC support.

Colonial Pipelines: Installed Starlink antennas along the entire colonial pipeline in 25-mile intervals. Extends from Houston, Texas, to the New York Harbor area (terminating in Linden, New Jersey), crosses through 12 to 14 states across the Gulf Coast, Southeast, Mid-Atlantic, and Northeast regions.

We currently have 18 Field Technicians globally certified to install a variety of antennas within our customer base to include Starlink antennas (Mini, V4, Gen 3), Cobham, Seatel, Intellian and OneWeb.