



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.



General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 1994002

Procurement Type: Central Master Agreement

Vendor ID: VS0000053847



Legal Name: Connecta Satellite Solutions LLC

Alias/DBA: Sartellite Phone Store

Total Bid: \$13,360,500.00

Response Date: 10/22/2026



Response Time: 12:48

Responded By User ID: connectasat



First Name: Thierry

Last Name: Watters

Email: thierry@connectasat.com

Phone: 3057414447

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 ESR10222600000003911	1

VENDOR
VS0000053847 Connecta Satellite Solutions LLC

Solicitation Number:	CRFQ 0231 OOT2700000007		
Total Bid:	13360500	Response Date:	2026-10-22
		Response Time:	12:48:14
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	13360500.000000	13360500.00

Comm Code	Manufacturer	Specification	Model #
81161700			

Commodity Line Comments: All information regarding this bid is provided in the attachments

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.



BID RESPONSE

LEO SATELLITE INTERNET

CRFQ 0231 OOT2700000007



PREPARED FOR

**State of West Virginia
Office of Technology**

Department of Administration | Purchasing Division

SUBMITTED BY

Connecta Satellite Solutions, LLC

Proposed Network: Starlink

October 22, 2026

Thierry Watters

Director, Enterprise and Government Sales
thierry@connectasat.com | (941) 253-5403

www.connectasat.com

Connecta Satellite Solutions, LLC

Response to Solicitation: CRFQ 0231 OOT2700000007

Title: LEO Satellite Internet

Agency: State of West Virginia, Office of Technology

Contracting Office: Department of Administration, Purchasing Division

Procurement Type: Central Master Agreement

Proposed Network: Starlink

Quotation Due Date: October 22, 2026, 1:30 p.m. Eastern Time

Company Information

Company Name: Connecta Satellite Solutions, LLC

Business Size: Small Business

UEI: EBLBH4XW6JD7

Small Business under WV definition. Under 250 employees

Website: www.connectasat.com

Connecta Point of Contact: Thierry Watters, Director Enterprise and Government Sales

Email: thierry@connectasat.com

Office: (619) 864-7297 ext. 1801

Direct: (941) 253-5403

Cell: (954) 850-5559

Government Procurement Contact

Name: Toby L. Welch, Senior Buyer

Agency: West Virginia Purchasing Division

Email: toby.l.welch@wv.gov

Phone: (304) 558-8802

1. Executive Technical Response

Connecta Satellite Solutions, LLC submits its Starlink-based solution in response to the State of West Virginia's solicitation for turnkey Low Earth Orbit (LEO) satellite internet services.

Company Capability and Experience

Connecta is an established satellite communications solutions provider serving federal government agencies, commercial enterprises, and organizations requiring reliable connectivity in challenging operating environments.

Connecta provides satellite communications equipment, connectivity services, technical integration, deployment coordination, and ongoing support. Its experience includes supporting government communications requirements and delivering solutions for fixed, mobile, and remote operations.

Connecta's federal contracting experience includes work supporting the U.S. Department of Transportation, Department of Homeland Security, Department of the Treasury, and Department of Defense. This experience demonstrates familiarity with government procurement requirements, equipment fulfillment, and contract performance responsibilities.

Relevant projects and installation qualifications are presented separately in the **Past Performance and Installation Qualifications** section.

Understanding of West Virginia's Requirements

Connecta recognizes that West Virginia seeks a turnkey satellite connectivity solution supporting fixed facilities, mobile operations, remote locations, and emergency communications.

The State's requirements extend beyond equipment procurement to include installation, activation, ongoing connectivity, technical support, and service management.

Connecta also recognizes important operational and commercial considerations, including variable deployment quantities, uncertain monthly data consumption, differing site conditions, and the need to activate, suspend, or reactivate individual connections as agency requirements change.

Following its review of the solicitation and the State's published clarifications, Connecta has selected **Starlink** as its proposed LEO satellite connectivity platform for the fixed and mobile requirements.

Connecta understands that the State's mandatory requirements include defined bandwidth and unlimited-data provisions, fixed and mobile equipment configurations, public static IPv4 connectivity, installation qualifications, delivery and activation schedules, and continuous technical support.

These requirements will be addressed through Connecta's proposed equipment, connectivity services, installation arrangements, and supporting technical documentation.

Connecta's approach emphasizes three priorities:

- **Technical Compliance:** Providing equipment and connectivity services that satisfy the State's mandatory specifications.
- **Commercial Transparency:** Clearly identifying service capabilities, data provisions, equipment, installation scope, and associated costs.
- **Accountable Delivery:** Coordinating deployment, activation, technical support, and service management in accordance with contract requirements.

Company Qualifications

- Years of satellite communications experience: **21 Years, Since 2005**
- Starlink authorized reseller/partner relationship: **Authorize Indirect Starlink Reseller**
- Starlink terminals under management: **4000+ (Exact number is confidential)**
- Installation: **Several Hundreds (Exact number is confidential)**
- Geographic areas served: **USA and Global**
- Relevant Starlink customers or projects: **Enterprise, State and Local**
- Qualified installation personnel or subcontractor(s):
Subcontractors, USSI, AppDirect and DishNinja

2. Starlink Solution, Service Transparency and Commercial Responsibility

Connecta Satellite Solutions has selected Starlink as its proposed Low Earth Orbit (LEO) satellite connectivity platform to support West Virginia's fixed and mobile communications requirements.

Connecta recognizes that the State's estimated equipment quantities and service months provide a common basis for pricing evaluation, while actual deployment schedules, activated connections, and monthly data consumption will depend on agency needs.

Our approach emphasizes clear service definitions, transparent pricing, and responsible management of equipment, installation, and connectivity costs.

Service Configuration and Data Provisions

Connecta proposes Starlink connectivity services for fixed and mobile installations using the following configurations:

Fixed Installations: Connecta proposes the Starlink Standard V3, V4, or V4 X with an unlimited data allowance and the ability to activate, deactivate, or temporarily suspend terminal usage. As the contract may be renewed for up to three years, terminal models may change based on future product availability, subject to applicable approval requirements and continued compliance with the contract specifications.

Mobile Installations: Connecta proposes the Starlink Mini with a compatible 12V DC vehicle adapter, providing an unlimited data allowance and the ability to activate, deactivate, or temporarily suspend terminal usage.

SLA: Starlink does not provide any kind of SLA nor unlimited Enterprise grade plans. The speed requirement cannot be fully guaranteed by Starlink nor Connecta. Starlink currently publishes a 99.9% network availability SLA for eligible Local Priority and Global Priority terminals. Unlimited data is subject to a fair use policy.

The required speeds of 100 Mbps download and 25 Mbps upload for fixed service, and 50 Mbps download and 25 Mbps upload for mobile service, are in line with the maximum speeds supported by the respective proposed terminals. Based on their capabilities and anticipated operating conditions, we do not foresee performance falling below these thresholds under normal operating conditions, as measured over the specified rolling 30-day period.

The proposed **enterprise airtime** differs from residential service primarily in how traffic is prioritized on the Starlink network. Enterprise Priority data receives network precedence over residential traffic, helping maintain more consistent download and upload performance during periods of congestion. Residential airtime is intended for household use and receives lower network priority. Enterprise airtime is therefore better suited to the Agency's operational connectivity needs, although priority access does not provide dedicated bandwidth or guarantee a constant speed.

Connecta's proposed service configurations are designed to satisfy the State's mandatory bandwidth and unlimited-data requirement. The proposed service arrangements will not impose hard monthly data caps, artificial speed caps, or usage overage fees inconsistent with the State's requirements.

There are no predefined monthly data caps or automatic service disconnections based solely on data consumption. Legitimate government and operational applications will be prioritized when applying any traffic management measures, with reasonable efforts made to preserve service continuity.

Unlimited Data Service – Fair Use and Acceptable Use Policy

Connecta Satellite Solutions provides unlimited data connectivity designed to support government operations, public services, and other professional applications.

The service is intended for legitimate operational and business-related activities, including email, cloud applications, VoIP, video conferencing, remote monitoring, data transfers, and other applications reasonably associated with government operations.

If the account has excessive usage for 3 consecutive months, Connecta reserves the right to perform an account review

There are no predefined monthly data caps or automatic service disconnections based solely on data consumption.

Publicly routable static IPv4

Connecta will provide the RFQ-required persistent, publicly routable static IPv4 address directly through Starlink under a newly available arrangement offered on a case-by-case basis. This service requires no additional customer hardware or third-party software. It is distinct from the standard dynamically assigned public IPv4 option included at no additional charge with eligible Enterprise subscriptions. The dedicated static IPv4 service will therefore be priced separately under the applicable Exhibit A line item.

Delivery, Installation, and Activation

Connecta will fulfill standard equipment orders within ten (10) working days and emergency equipment orders within five (5) working days of order receipt. Full installation, activation, and operational verification will be completed within thirty (30) calendar days for standard orders and fifteen (15) calendar days for emergency orders. Connecta will coordinate delivery, site readiness, installer scheduling, and activation with the Agency's designated representative. Recurring monthly service billing will begin only after installation is complete and operational connectivity has been verified through ping and throughput testing.

Proposed Subcontractors

Connecta will select the most appropriate subcontractor for each deployment based on location, availability, technical qualifications, and site requirements. Connecta will remain responsible for coordination, quality control, and contract performance.

Starlink does NOT provide manufacturer training or certification

USSI Global: A technical services provider with experience in satellite communications and network infrastructure. Its capabilities include site surveys, equipment installation and commissioning, logistics, maintenance, and lifecycle support. Its field engineering services include installation of LEO satellite antennas.

AppDirect: A technology procurement and services platform connecting customers with connectivity and managed-service providers. Through its provider ecosystem, including satellite communications partners, AppDirect can support service sourcing and deployment coordination. Specific installation responsibilities will be assigned through the selected delivery partner.

DishNinjas: An independent Starlink installation specialist offering residential, commercial, RV, and marine installation services nationwide. Its published services include site assessment, terminal mounting, cable routing, weatherproofing, router configuration, performance testing, and remote troubleshooting.

Proposed Quality Control Framework

Connecta's proposed five-stage framework provides a structured approach to installation quality, service activation, performance verification, and ongoing support.



QUALITY CONTROL FRAMEWORK

Proposed five-stage methodology



- **Validate:** Review customer requirements, site conditions, equipment compatibility, and acceptance criteria to establish a clear scope and identify potential deployment risks.
- **Prepare:** Confirm equipment, mounting hardware, cabling, service provisioning, technician qualifications, site access, and installation schedules before dispatch.
- **Deploy:** Install and configure equipment according to the approved scope, manufacturer guidance, and applicable safety standards. Document the installation and any approved changes.
- **Verify:** Confirm service activation, test connectivity and performance against agreed acceptance criteria, and document the customer handoff.
- **Support:** Provide technical assistance, monitor available service information, track incidents through resolution, coordinate escalation and replacement, and use findings to improve future deployments.

Each stage would have documented completion checks, creating a traceable record from initial assessment through ongoing service delivery.

Technical Support and Escalation Procedure

Connecta will provide technical support twenty-four hours a day, seven days a week, 365 days a year, including helpdesk assistance, telephone and ticket support, and remote diagnostics. Agency personnel may request assistance by emailing **vip@connectasat.com** submitting a request through Connecta's online helpdesk, or calling **1-877-943-6383** or a **dedicated number for West Virginia's agency**. Urgent outages should be reported by telephone to facilitate immediate triage.

Each reported incident will be logged under a support ticket identifying the affected terminal, location, symptoms, operational impact, and Agency contact. The ticket will

serve as the central record for troubleshooting, communications, escalation, and resolution.

- **Initial assessment:** The helpdesk will assess the incident's urgency and review terminal status, power, cabling, configuration, service activation, and available connectivity and performance data.
- **Technical escalation:** Issues requiring advanced investigation will be escalated to Connecta's technical specialists. Where necessary, Connecta will coordinate with Starlink, Armada, or the installation subcontractor while remaining the Agency's primary point of contact.
- **Management escalation:** Critical outages, recurring faults, or unresolved issues affecting Agency operations will be escalated to Connecta's designated service manager for oversight and coordination.
- **Equipment replacement:** For confirmed hardware failures covered by warranty or the applicable optional replacement-hardware line item, Connecta will arrange shipment of replacement equipment by expedited courier within two (2) business days of ticket confirmation. Shipment tracking and replacement activation assistance will be provided.
- **Resolution and closure:** Connecta will document corrective actions, verify restored connectivity with the Agency, and record the outcome before closing the ticket.
- **In case of a Starlink outage:** Connecta will escalate the ticket to Starlink and keep the customer apprised.

Onsite technician dispatch is outside the base remote-support scope and will be coordinated when separately requested through an Agency release order.

Equipment and Installation

Equipment

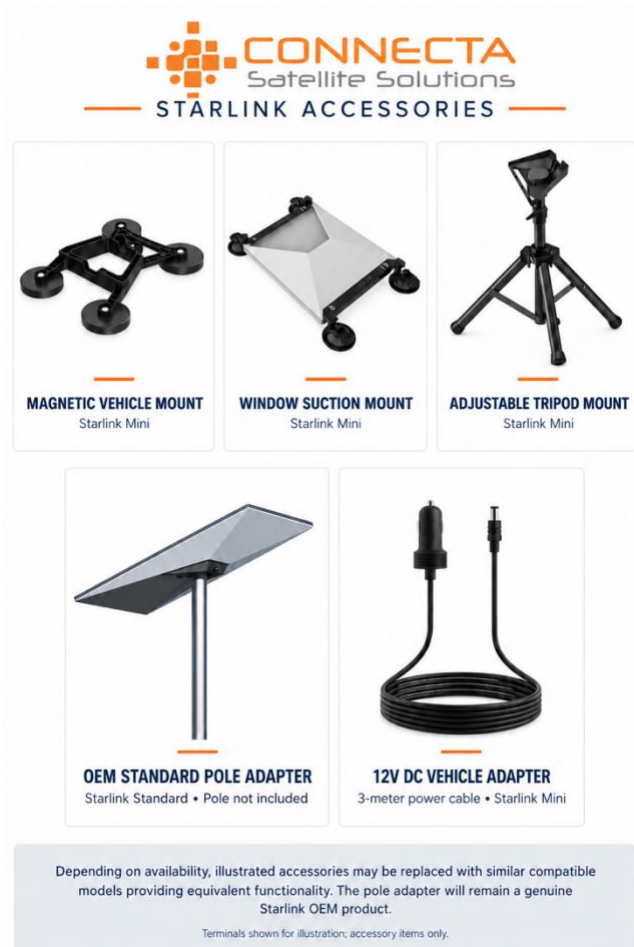
Connecta proposes the Starlink Standard V3, V4, or V4 X terminal for fixed installations, depending on availability at the time of purchase, and the Starlink Mini with a compatible 12V DC adapter for mobile applications. With the appropriate service plans and installation configurations, both proposed terminal solutions satisfy West Virginia's specified service requirements of 100 Mbps download and 25 Mbps upload for fixed installations, and 50 Mbps download and 25 Mbps upload for mobile applications, under normal operating conditions as measured over the specified rolling 30-day period.

Terminals supplied under this contract remain locked to Connecta and cannot be used with another provider's service.

Specification	Starlink Standard V3*	Starlink Standard V4	Starlink Standard V4 X	Starlink Mini
Proposed application	Fixed installation	Fixed installation	Fixed installation	Mobile deployment and stationary field operations
Antenna type	Electronic phased array*	Electronic phased array	Electronic phased array	Electronic phased array
Field of view	110°*	110°	110°	110°
Alignment	Software-assisted manual*	Software-assisted manual	Software-assisted manual	Software-assisted manual
Terminal dimensions	594 × 383 × 39.7 mm*	594 × 383 × 39.7 mm	594 × 383 × 39.7 mm	298.5 × 259 × 38.5 mm
Terminal weight, excluding stand and cables	2.9 kg / 6.4 lb*	2.9 kg / 6.4 lb	2.9 kg / 6.4 lb	1.10 kg / 2.43 lb
Average power consumption	75–100 W*	75–100 W	75–100 W	25–40 W
Proposed power source	100–240V AC	100–240V AC	100–240V AC	Compatible 12V DC vehicle adapter
Router	Router 3*	Router Mini	Router 3	Integrated router
Wi-Fi	Wi-Fi 6, tri-band*	Wi-Fi 6, dual-band	Wi-Fi 6, tri-band	Wi-Fi 5, dual-band
Published Wi-Fi coverage	Up to 3,200 sq. ft.*	Up to 2,200 sq. ft.	Up to 3,200 sq. ft.	Up to 1,200 sq. ft.
Connected-device capacity	Up to 235*	Up to 235	Up to 235	Up to 128
Ethernet ports	Two LAN ports*	Two 1 Gbps RJ45 ports	Two LAN ports	One LAN port
Terminal environmental rating	IP67 Type 4*	IP67 Type 4	IP67 Type 4	IP67 Type 4 with specified cables and connectors installed
Terminal operating temperature	–22°F to 122°F*	–22°F to 122°F	–22°F to 122°F	–22°F to 122°F
Snow-melt capability	Up to 1.5 in./hour*	Up to 1.5 in./hour	Up to 1.5 in./hour	Up to 1 in./hour
Applicable WV service requirement—download/upload	100/25 Mbps	100/25 Mbps	100/25 Mbps	50/25 Mbps

Accessories under Exhibit A:

- Vehicle Mount for Mobile Terminal:** Starlink Mini magnetic vehicle mount featuring high-strength magnets and a protective base. The mount provides removable, no-drill attachment to compatible steel vehicle roofs and supports rapid deployment and relocation.
- Window Mount for Mobile Terminal:** Starlink Mini-compatible suction-cup window mount for removable attachment to suitable smooth glass surfaces, including windows and sunroofs. The mount requires no drilling and allows repositioning to obtain suitable sky visibility.
- Tripod Mount for Mobile Terminal:** Portable, adjustable tripod with a Starlink Mini-compatible adapter. The folding design supports convenient transport, rapid setup, and stable positioning for temporary outdoor deployments and stationary field operations.
- Pole Mount for Mobile Terminal:** Genuine Starlink OEM Mini Pipe Adapter and Flat Mount, rather than a third-party adapter. It supports attachment to an existing compatible pole approximately 1.25–2 inches in diameter. The pole itself is not included.
- 12V DC Vehicle Power Adapter:** Starlink Mini-compatible 12V DC vehicle power adapter and cable, such as the 3-meter car adapter cable available from Satellite Phone Store, allowing the terminal to operate from a compatible vehicle accessory power outlet.



Vehicle mounts, window mounts, tripods, and 12V DC adapters may be supplied in different compatible models depending on availability at the time of purchase, while maintaining the required functionality. The pole-mount adapter will remain a genuine Starlink OEM product.

Standard installation services :

Connecta's standard fixed installation includes all mounting hardware, labor, and materials required to mount, secure, and weatherproof the satellite equipment, along with service activation, initial configuration, and connectivity verification. Installation includes outdoor-rated cabling up to 100 feet and a demarcation extension to adjacent customer networking equipment under typical site conditions. Extraordinary site work, such as heavy trenching, bucket lifts, or major obstruction clearing, will be separately scoped and submitted for Agency review and approval before execution. Connecta will select USSI, AppDirect or DishNinja, as the installation subcontractor based on the deployment location, technician availability, and suitability for the work. All installations will comply with applicable safety, building, and manufacturer standards.

Service Activation and Operational Flexibility

Connecta recognizes that the State requires flexibility to activate, suspend, and reactivate individual connections as operational needs change.

The proposed Starlink service arrangements include activation, suspension, and reactivation at no additional charge. Connecta will coordinate these services upon an authorized Agency request. Reactivation restores the terminal's service without an additional activation fee. All services remain subject to the applicable contract and service terms.

Management Portal

Connecta will provide authorized Agency personnel with access to Armada's Atlas web-based management portal to centrally monitor and manage deployed Starlink equipment. The portal provides a unified dashboard displaying terminal status, network performance, and data usage across fixed and mobile deployments, with real-time alerts to help identify connectivity and equipment-health issues. Fleet mapping, asset location visibility, and grouping by agency, region, or operational purpose support oversight of distributed equipment, while remote troubleshooting and performance reports assist with ongoing support and service management. Enterprise access controls include single sign-on, role-based permissions, and audit logs to support controlled access and accountability.

Dedicated West Virginia Government Ordering Portal



Connecta will provide a dedicated online ordering portal for authorized West Virginia Government personnel to purchase terminals, accessories, and service activations at the agreed contract prices. The portal will simplify product selection and order submission, ensure consistent contract pricing, and streamline processing to support fast fulfillment and delivery. Connecta will coordinate each order with the requesting Agency to confirm deployment requirements and meet the applicable contractual delivery and activation deadlines.

3. Relevant Past Performance and Installation Qualifications

Government and Commercial Experience

Connecta's relevant government and commercial experience is demonstrated through the following project examples, highlighting satellite communications capabilities, equipment fulfillment, connectivity services, and deployment support.

Relevant Installation and Site Survey Experience

Provider	Project / Customer	Location	Date / Period	Equipment / Quantity	Scope of Work
Connecta	Remote island connectivity	Caribbean island without utility services	2026; additional deployment	10 Starlink High Performance Gen 3 terminals	Satellite terminal installation and deployment of a

				planned before year-end 2026	installed; 10 additional ongoing terminals planned	long-range Wi-Fi network throughout the island.
Connecta	Sports stadium vendor connectivity	Georgia	2025		Starlink High Performance Gen 3; quantity not specified	Satellite terminal installation and a dedicated Wi-Fi network providing connectivity to vendors' point-of-sale systems.
AppDirect	Northern Navajo Medical Center	Shiprock, New Mexico	October 2025		Starlink / Peplink	Site survey for proposed Starlink and Peplink deployment.
AppDirect	Four Corners Regional Health Center (FCRHC)	Red Mesa, Arizona; mailing address: Teec Nos Pos, AZ	October 2025		Starlink / Peplink	Site survey for proposed Starlink and Peplink deployment.
AppDirect	Dzilth-Na-O-Dith-Hle Health Center	Bloomfield, New Mexico	October 2025		Starlink / Peplink	Site survey for proposed Starlink and Peplink deployment.
USSI	Northbrook Carolina Hydro II LLC	1765 Mission Dam Rd, Hayesville, NC 28904	April 2025		Starlink High Performance Gen 3; quantity not specified	Satellite terminal installation at a remote utility facility.
DishNinja	Pediatrics clinic	Dyer, Indiana	October 2026		Starlink Standard 4 X; quantity not specified	Starlink installation supporting clinic connectivity.
DishNinja	Walmart warehouse facilities	Nationwide, United States	Ongoing in 2026		80 Starlink Standard V3 terminals	Starlink terminal installations at warehouse facilities.
DishNinja	Trunk Space Storage facilities	Multiple sites nationwide, United States	Ongoing in 2026		Starlink Standard V4; quantity not specified	Starlink installations across multiple storage facilities.

4. Exhibit A Pricing

Contract Item	Estimated Quantity	Unit Price	Extended Price
Fixed LEO Service	12,000	\$690.00	\$8,280,000.00
Fixed LEO Equipment Kit	500	\$100.00	\$50,000.00
Professional Installation	500	\$1,300.00	\$650,000.00
Static IPv4 WAN Address — Optional	300	\$60.00	\$18,000.00
Demarc Extension — Optional	10,000	\$5.00	\$50,000.00
Mobile LEO Service	6,000	\$690.00	\$4,140,000.00
Mobile LEO Equipment Kit	300	\$199.00	\$59,700.00
Vehicle Mount	300	\$79.00	\$23,700.00
Window Mount	300	\$69.00	\$20,700.00
Tripod Mount	300	\$49.00	\$14,700.00
Pole Mount	300	\$49.00	\$14,700.00
24×7×365 Technical Support	N/A	Included	Included
Replacement Hardware — Optional	100	\$390.00	\$39,000.00
GRAND TOTAL			\$13,360,500.00

Commitment to the State

Connecta Satellite Solutions is committed to providing West Virginia with a reliable, technically compliant, and commercially responsible Starlink connectivity solution.

Our approach combines satellite communications expertise, a clear understanding of the State's operational requirements, transparent equipment and service provisions, and accountable implementation and support practices.

Connecta's objective is not simply to fulfill the requirements of this solicitation, but to establish a dependable, long-term relationship built on performance, responsiveness, cost accountability, and the responsible use of public funds.



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: VS0000053847
Vendor Name : Connecta Satellite Sollutions LLC
Address :
Street : 4802 Lena Rd, Unit 103 fl
City : Bradenton
State : FLORIDA **Country :** USA **Zip :** 34211
Principal Contact : Thierry Watters
Vendor Contact Phone: 619-864-7297 **Extension:** 1801

FOR INFORMATION CONTACT THE BUYER

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

Vendor
Signature X

FEIN# 874044712

DATE 10/22/2026

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 filed 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	Draft	LEO Satellite Internet	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. **REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. **MANDATORY TERMS:** The Solicitation may contain **mandatory** provisions identified by the use of the words "**must**," "**will**," and "**shall**." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. **PRE-BID MEETING:** The item identified below shall apply to this Solicitation.

☒ A pre-bid meeting will not be held prior to bid opening

☐ A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the **mandatory** pre-bid meeting. Failure to attend the **mandatory** pre-bid meeting shall result in disqualification of the Vendor's bid. No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in but are charged with knowing all matters discussed at the pre-bid.

Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. VENDOR QUESTION DEADLINE: Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions **must be submitted on or before the date listed below and to the address listed below to be considered.** A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are non-binding.

Submitted emails should have the solicitation number in the subject line. Question

Submission Deadline: **Monday September 21, 2026 @ 3:00 p.m/**

Submit Questions to: Toby L welch
2019 Washington Street, East Charleston, WV 25305
Fax: (304) 558-3970
Email: Toby.L.Welch@wv.gov

5. VERBAL COMMUNICATION: Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

6. BID SUBMISSION: All bids must be submitted on or before the date and time of the bid opening listed in section 7 below. Vendors can submit bids electronically through wvOASIS, in paper form delivered to the Purchasing Division at the address listed below either in person or by courier, or in facsimile form by faxing to the Purchasing Division at the number listed below. Notwithstanding the foregoing, the Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. The Purchasing Division will not accept bids or modification of bids via email.

Bids submitted in paper, facsimile, or via wvOASIS must contain a signature. Failure to submit a bid in any form without a signature will result in rejection of your bid.

A bid submitted in paper or facsimile form should contain the information listed below on the face of the submission envelope or fax cover sheet. Otherwise, the bid may be rejected by the Purchasing Division.

VENDOR NAME:
BUYER: Toby L Welch
SOLICITATION NO.: CRFQ OOT2700000007
BID OPENING DATE: TUESDAY SEPTEMBER 29, 2026
BID OPENING TIME: 1:30 P.M.
FAX NUMBER: 304-558-3970

Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason.

Bid Delivery Address and Fax Number:
Department of Administration, Purchasing Division 2019 Washington Street East
Charleston, WV 25305-0130
Fax: 304-558-3970

7. BID OPENING: Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery or via delivery by mail).

Bid Opening Date and Time: 9/29/26 @ 1:30 P.M.

Bid Opening Location:
Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

8. ADDENDUM ACKNOWLEDGEMENT: Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgement Form. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

9. BID FORMATTING: Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

10. ALTERNATE MODEL OR BRAND: Unless the box below is checked, any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand **shall** clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items **may** be grounds for rejection of a Vendor's bid.

[] This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

11. COMMUNICATION LIMITATIONS: In accordance with West Virginia Code of State Rules §148-1-6.6.2, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

12. REGISTRATION: Prior to Contract award, the apparent successful Vendor **must** be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

13. UNIT PRICE: Unit prices **shall** prevail in cases of a discrepancy in the Vendor's bid.

14. PREFERENCE: Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and must include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at: www.state.wv.us/admin/purchase/vrc/Venpref.pdf.

15A. RECIPROCAL PREFERENCE: The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. Any request for reciprocal preference must include with the bid any information necessary to evaluate and confirm the applicability of the preference. A request form to help facilitate the request can be found at: www.state.wv.us/admin/purchase/vrc/Venpref.pdf.

15. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:

For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37 and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors.

16. WAIVER OF MINOR IRREGULARITIES: The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.7.

17. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

18. NON-RESPONSIBLE: The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform or lacks the integrity and reliability to assure good-faith performance.”

19. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.6. and § 148-1-6.3.”

20. WITH THE BID REQUIREMENTS: In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.7. This authority does not apply to instances where state law mandates receipt with the bid.

21. EMAIL NOTIFICATION OF AWARD: The Purchasing Division will attempt to provide bidders with e-mail notification of contract award when a solicitation that the bidder participated in has been awarded. For notification purposes, bidders must provide the Purchasing Division with a valid email address in the bid response. Bidders may also monitor wvOASIS or the Purchasing Division's website to determine when a contract has been awarded.

22. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that **shall** form the basis of a contractual agreement. **Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid.** Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of an Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

☒ **Term Contract**

Initial Contract Term: The Initial Contract Term will be for a period of One (1) Year. The Initial Contract Term becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and the Initial Contract Term ends on the effective end date also shown on the first page of this Contract.

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to Three (3) successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

☐ **Alternate Renewal Term** – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

☐ **Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

☐ **Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that:

☐ the contract will continue for _____ years;

☐ the contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's Office (Attorney General approval is as to form only).

☐ **One-Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

☐ **Construction/Project Oversight:** This Contract becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and continues until the project for which the vendor is providing oversight is complete.

☐ **Other:** Contract Term specified in _____

4. AUTHORITY TO PROCEED: Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked in Section 3 above. If either "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

☒ **Open End Contract:** Quantities listed in this Solicitation/Award Document are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

☐ **Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.

☐ **Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

☐ **One-Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

☐ **Construction:** This Contract is for construction activity more fully defined in the specifications.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One-Time Purchase contract.

7. REQUIRED DOCUMENTS: All of the items checked in this section must be provided to the Purchasing Division by the Vendor as specified:

☐ **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

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The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether that insurance requirement is listed in this section.

Vendor must maintain:

☒ **Commercial General Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☒ **Automobile Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☐ **Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

☐ **Commercial Crime and Third Party Fidelity Insurance** in an amount of: _____ per occurrence.

☐ **Cyber Liability Insurance** in an amount of: _____ per occurrence.

☐ **Builders Risk Insurance** in an amount equal to 100% of the amount of the Contract.

☐ **Pollution Insurance** in an amount of: _____ per occurrence.

☐ **Aircraft Liability** in an amount of: _____ per occurrence.

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9. WORKERS' COMPENSATION INSURANCE: Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. VENUE: All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

☐ _____ for _____.

☐ Liquidated Damages Contained in the Specifications.

☒ Liquidated Damages Are Not Included in this Contract.

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software maintenance, licenses, or subscriptions may be paid annually in advance.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia, included in the Contract, or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.

20. TIME: Time is of the essence regarding all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code, or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in www.state.wv.us/admin/purchase/privacy.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR NON-CONFLICT: Neither Vendor nor its representatives are permitted to have any interest, nor shall they acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. NO DEBT CERTIFICATION: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State. By submitting a bid, or entering into a contract with the State, Vendor is affirming that (1) for construction contracts, the Vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, neither the Vendor nor any related party owe a debt as defined above, and neither the Vendor nor any related party are in employer default as defined in the statute cited above unless the debt or employer default is permitted under the statute.

38. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

39. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

☒ Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

☐ Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.division@wv.gov.

40. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

41. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process.
- c. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
 1. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
 2. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a “substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

43. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the Vendor must submit to the Agency a disclosure of interested parties prior to beginning work under this Contract. Additionally, the Vendor must submit a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-work interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

44. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

45. VOID CONTRACT CLAUSES: This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

46. ISRAEL BOYCOTT: Bidder understands and agrees that, pursuant to W. Va. Code § 5A-3-63, it is prohibited from engaging in a boycott of Israel during the term of this contract.

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) Thierry Watters, Director of Enterprise and Government Sales

(Address) 4802 Lena Rd, Unit 103, Bradenton fl 34211

(Phone Number) / (Fax Number) 619-864-7297 (ext 1801)

(email address) Thierry@connectasat.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.

Connecta Satellite Solutions LLC

(Company)

(Signature of Authorized Representative)

Thierry Watters, Director of Enterprise and Government Sales

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

619-864-7297 (ext 1801)

(Phone Number) (Fax Number)

thierry@connectasat.com

(Email Address)

REQUEST FOR QUOTATION
Low Earth Orbit Satellite - Internet

SPECIFICATIONS

- 1. PURPOSE AND SCOPE:** The West Virginia Department of Administration, Purchasing Division is issuing this solicitation as a request for quote ("RFQ"), as authorized by W. Va. Code, for the West Virginia Office of Technology (hereinafter referred to as the "Agency") to provide a Statewide Contract for turnkey Low Earth Orbit (LEO) satellite internet solution that provides high-speed, unthrottled, and unlimited data connectivity to designated state facilities
- 2. DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
 - 2.1 "Contract Item" or "Contract Items"** means the list of items identified in Section 3.1 below and on the Pricing Pages.
 - 2.2 "Pricing Pages"** means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as Exhibit A if applicable, and used to evaluate the Solicitation responses.
 - 2.3 "Solicitation"** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
 - 2.4 LEOS Low Earth Orbit Satellite**
 - 2.5 TCR Telecommunications Change request**
 - 2.6 "Turnkey"** for purposes of this Contract, means provision, installation, and activation of all LEO satellite equipment from the exterior mounting location to the demarcation point designated by the Agency, excluding any interior network equipment owned or managed by the State.
- 3. Goals and Objectives**
 - 3.1** To establish a high-speed, low-latency internet service with a target bandwidth of at least 100 Mbps download and 25 Mbps upload under normal operating conditions
 - 3.2** To ensure uninterrupted and consistent service through the provision of an unlimited data plan with no hard data caps and no routine throttling, subject only to reasonable network management practices disclosed in the Vendor's service terms.
 - 3.3** To receive a complete, professionally installed solution and have access to comprehensive, 24x7x365 technical support for all provided equipment and services.
- 4. GENERAL REQUIREMENTS:**
 - 4.1 Fixed Location LEOS Internet Service**
 - 4.1.1** The proposed solution must be a Low Earth Orbit (LEO) satellite-based internet access service that provides direct connectivity to the

REQUEST FOR QUOTATION
Low Earth Orbit Satellite - Internet

public internet without reliance on terrestrial last-mile access technologies.

- 4.1.2** The service must be capable of delivering typical bandwidth of at least 100 Mbps download and 25 Mbps upload under normal operating conditions, as measured over a rolling 30-day period.
- 4.1.3** The service plan must include unlimited data with no fixed data caps; any fair-use or network management policies must be disclosed and may not materially impair the Agency's ability to use the service for ordinary governmental operations.
- 4.1.4** The service must not employ routine, usage-based throttling of individual Agency connections. Any temporary performance reductions due to network congestion must be applied in a non-discriminatory manner and disclosed in the Vendor's service terms.
- 4.1.5** The successful bidder must provide all satellite equipment required to deliver the contracted service, including, but not limited to the satellite dish/antenna, modem, and mounting hardware, as specified in the Vendor's bid response.
- 4.1.6** The successful bidder must provide full professional installation of all satellite equipment using manufacturer-certified technicians. Installation shall include all labor, tools, and materials necessary to mount, secure, weatherproof, and activate the equipment. The Vendor shall provide a demarc extension of up to fifty (50) linear feet from the exterior mounting location to the Agency's designated demarcation point at no additional cost. Any distance beyond fifty (50) feet shall be priced as an optional line item on the Pricing Pages. The Agency's onsite contact will identify the desired equipment placement, and the Vendor shall ensure the installation meets all applicable safety, building, and manufacturer standards.
- 4.1.7** The successful bidder must provide 24x7x365 technical support for the service, and all provided equipment.
- 4.1.8** The successful bidder must be able to provide a publicly routable dedicated static IPv4 WAN address for fixed-location installations upon request. Static IP service shall remain persistent across hardware replacements or service renewals. Agencies will identify the need for static IP service at the time of order, and Vendors shall list static IP pricing as a separate optional line item on the Pricing Pages. Static IP service is not required for mobile installations unless specifically requested by the Agency. The successful bidder must be able to accept a TCR provided by the State of West Virginia for ordering services.

REQUEST FOR QUOTATION
Low Earth Orbit Satellite - Internet

4.2 Mobile LEOS Internet Service

- 4.2.1 The proposed solution must be a Low Earth Orbit (LEO) satellite direct internet service.
- 4.2.2 The service must be capable of delivering typical bandwidth of at least 100 Mbps download and 25 Mbps upload under normal operating conditions, as measured over a rolling 30-day period
- 4.2.3 The service plan must include unlimited data with no fixed data caps; any fair-use or network management policies must be disclosed and may not materially impair the Agency's ability to use the service for ordinary governmental operations
- 4.2.4 The service must not employ routine, usage-based throttling of individual Agency connections. Any temporary performance reductions due to network congestion must be applied in a non-discriminatory manner and disclosed in the Vendor's service terms
- 4.2.5 The successful bidder must offer mounting hardware options including Vehicle, Window, Tripod, and Pole mounts. Agencies will select required mount types at the time of order; each mount type shall be separately priced on the Pricing Pages.
- 4.2.6 The successful bidder must provide 24x7x365 technical support for the service, and all provided equipment.
- 4.2.7 The successful bidder must be able to accept a TCR provided by the State of West Virginia for ordering services

4.3.2. Mandatory Qualification/Experience Requirements The following mandatory requirements must be met by the Vendor. Failure to comply will lead to disqualification.

- 4.3.2.1 Vendor must be an authorized direct provider or authorized reseller of the proposed LEO satellite service and should provide documentation of such authorization from the underlying service provider with its bid response. Vendors may be required to provide documentation prior to, or after award.
- 4.3.2.2 Vendor must confirm that all installation and support will be performed by technicians certified and trained on the proposed equipment.
- 4.3.2.3 Vendor must have provided LEO satellite services to at least two (2) state or federal government entities within the past five (5) years. Vendor should list these entities, contract terms, and contact information in its bid response. Vendors may be required to provide documentation prior to, or after award.
- 4.3.2.4 Vendor must have completed at least five (5) network installation projects in rural or remote areas within West Virginia or the Appalachian region within the past five (5) years. Vendor should provide a brief description of each project. Vendors may be required to provide documentation prior to, or after award.

REQUEST FOR QUOTATION
Low Earth Orbit Satellite - Internet

5 CONTRACT AWARD:

5.3 Contract Award: The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor whose bid is determined to be fully compliant with all mandatory requirements and who offers the lowest overall total cost as shown on the Pricing Pages. Determinations of compliance with mandatory requirements shall be made on an objective, pass/fail basis.

5.4 Pricing Pages: Vendor should complete the Pricing Pages by providing the license cost. Vendor should complete the Pricing Pages in their entirety as failure to do so may result in Vendor's bids being disqualified.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document.

6 ORDERING AND PAYMENT:

6.3 Ordering: Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.

6.4 Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

7 DELIVERY AND RETURN:

7.3 Delivery Time: Vendor shall deliver standard orders within thirty (30) calendar days after orders are received. Vendor shall deliver emergency orders within fifteen (15) calendar day(s) after orders are received, subject to weather and site access constraints. Any anticipated delay must be communicated in writing to the ordering Agency. Vendor shall ship all orders in accordance with the above schedule and shall not hold orders until a minimum delivery quantity is met.

7.4 Late Delivery: The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items

REQUEST FOR QUOTATION
Low Earth Orbit Satellite - Internet

ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

- 7.5 Delivery Payment/Risk of Loss: Standard** order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.
- 7.6 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.
- 7.7 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

8 VENDOR DEFAULT:

- 8.3** The following shall be considered a vendor default under this Contract.
- 8.3.2** Failure to provide Contract Items in accordance with the requirements contained herein.
- 8.3.3** Failure to comply with other specifications and requirements contained herein.
- 8.3.4** Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 8.3.5** Failure to remedy deficient performance upon request.

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: Thierry Watters
Telephone Number: 619-864-7297 (ext 1801)
Fax Number: n/a
Email Address: thierry@connectasat.com

EXHIBIT A - PRICING PAGE

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	\$ <u>690</u>	\$ <u>8,280,000.00</u>
Fixed LEO Equipment Kit (4.1.5)	Dish/antenna, modem, mounting hardware	Per Site	500	\$ <u>100</u>	\$ <u>50,000.00</u>
Professional Installation (≤50 ft demarc) (4.1.6)	Manufacturer-certified install, weatherproofing, grounding	Per Site	500	\$ <u>1300</u>	\$ <u>650,000.00</u>
Static IPv4 WAN Address (Optional) (4.1.7)	Dedicated, publicly routable IPv4 address	Per Site / Per Month	300	\$ <u>60</u>	\$ <u>18,000.00</u>
Demarc Extension >50 ft (Optional) (4.1.6)	Additional cabling beyond included 50 ft	Per Linear Foot	10,000	\$ <u>5</u>	\$ <u>50,000.00</u>
Mobile LEO Service (4.2.2; 4.2.3; 4.2.4)	Typical 50/25 Mbps bandwidth, unlimited data	Per Month	6,000	\$ <u>690</u>	\$ <u>4,140,000.00</u>
Mobile LEO Equipment Kit (4.2.5)	Mobile dish/antenna + modem (if required)	Per Unit	300	\$ <u>199</u>	\$ <u>59,700.00</u>
Mounting Hardware – Vehicle (4.2.5)	Vehicle mount	Per Unit	300	\$ <u>79</u>	\$ <u>23,700.00</u>
Mounting Hardware – Window (4.2.5)	Window mount	Per Unit	300	\$ <u>69</u>	\$ <u>20,700.00</u>
Mounting Hardware – Tripod (4.2.5)	Tripod mount	Per Unit	300	\$ <u>49</u>	\$ <u>14,700.00</u>
Mounting Hardware – Pole (4.2.5)	Pole mount	Per Unit	300	\$ <u>49</u>	\$ <u>14,700.00</u>
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	\$ <u>390</u>	\$ <u>39,000.00</u>

*****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: VS0000053847

Vendor Name : Connecta Satellite Solutions LLC

Address :

Street : 4802 Lena Rd, Unit 103

City : Bradenton

State : Florida

Country : USA

Zip : 34211

Principal Contact : Thierry Watters

Vendor Contact Phone: 619-864-7297

Extension: 1801

FOR INFORMATION CONTACT THE BUYER

Toby L Welch

(304) 558-8802

toby.l.welch@wv.gov

Vendor
Signature X

FEIN# 874044712

DATE 10/22/2026

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			
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.

Connecta Satellite Solutions LLC

Company



Authorized Signature

10/22/2016

Date

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



October 13, 2025

Connecta Satellite Solutions, LLC
1414 S. Tamiami Trl.,
Sarasota, FL, USA 34239

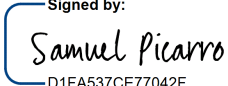
Subject: Armada Systems, Inc. ("Armada") and Connecta Satellite Solutions, LLC ("Connecta")

To Whom It May Concern,

The purpose of this letter is to confirm that Connecta is an "Armada and Starlink Indirect Reseller".

Please feel free to contact us at legalnotice@armada.ai should you have any questions.

Sincerely,

Signed by:

D1FA537CE77042F...
Sam Picarro

Assistant Controller
Armada Systems, Inc.