

FAX COVER SHEET — BID SUBMISSION

To	Bid Clerk, Department of Administration, Purchasing Division
Fax number	304-558-3970
VENDOR NAME	DishNinjas Inc.
BUYER	Toby L Welch
SOLICITATION NO.	CRFQ 0231 OOT2700000007
BID OPENING DATE	THURSDAY, OCTOBER 22, 2026 (per Addendum No 3)
BID OPENING TIME	1:30 P.M. ET
From	Andrew Zdunich, Director of Operations — Tel (214) 228-0369 — Fax (800) 537-8211 — andrew@dishninjas.com
Total pages (incl. cover)	15

Contents (15 pages): 1 Fax cover · 2–3 State CRFQ form (signed, lump sum on Line 1) · 4 Addendum Acknowledgement Form (Addenda 1–3, signed) · 5 Designated Contact / Certification and Signature (signed) · 6 Specification 9.6 Contract Manager · 7 State Exhibit A Pricing Page (completed) · 8–15 DishNinjas Inc. bid response.

RECEIVED

OCT 21 11:25



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Telecomm

Proc Folder: 1994002

Doc Description: Addendum No 3 - LEO Satellite Internet

Reason for Modification:

Addendum No 3 is issued to
modify the bid opening date

Proc Type: Central Master Agreement

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

BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON WV 25305

US

VENDOR

Vendor Customer Code: Registration to be completed prior to award

Vendor Name : DishNinjas Inc.

Address : 2810 N Church St

Street : PMB #379995

City : Wilmington

State : DE

Country :US

Zip :19802-4447

Principal Contact : Andrew Zdunich, Director of Operations

Vendor Contact Phone: (214) 228-0369

Extension: N/A

FOR INFORMATION CONTACT THE BUYER

Toby L Welch

(304) 558-8802

toby.l.welch@wv.gov

Vendor
Signature X

FEIN# 30-1508046

DATE October 21, 2026

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

ADDITIONAL INFORMATION

Addendum No 3 is issued for the following reasons:

1) To modify the bid opening date from 10/15/2026 to 10/22/2026

---no other changes---

INVOICE TO**SHIP TO**

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

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	LEO Internet Service	1.00000	LS	\$7,953,976.00	\$7,953,976.00

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

81161700

SpaceX (Starlink)

Starlink Business - Local Priority

Starlink Business Std Kit

Extended Description:

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

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

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

1

Questions are due by 3:00 p.m.

2026-09-21

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:

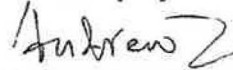
(Check the box next to each addendum received)

☒ 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.

DishNinjas Inc.

Company



Authorized Signature

October 21, 2026

Date

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

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) Andrew Zdunich, Director of Operations

(Address) 2810 N Church St, PMB #379995, Wilmington, DE 19802-4447

(Phone Number) / (Fax Number) (214) 228-0369 / (800) 537-8211

(email address) andrew@dishninjas.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.

DishNinjas Inc.

(Company)

Andrew Z

(Signature of Authorized Representative)

Andrew Zdunich, Director of Operations October 21, 2026

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

(214) 228-0369 Fax: (800) 537-8211

(Phone Number) (Fax Number)

andrew@dishninjas.com

(Email Address)

REQUEST FOR QUOTATION

Low Earth Orbit Satellite - Internet

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

8.4.2 Immediate cancellation of the Contract.

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

8.4.4 Any other remedies available in law or equity.

9 MISCELLANEOUS:

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

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

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

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

Contract Manager: Andrew Zdunich
Telephone Number: (214) 228-0369
Fax Number: (800) 537-8211
Email Address: andrew@dishninjas.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	\$430.77	\$5,169,240.00
Fixed LEO Equipment Kit (4.1.5)	Dish/antenna, modem, mounting hardware	Per Site	500	\$560.00	\$280,000.00
Professional Installation (≤50 ft demarc) (4.1.6)	Manufacturer-certified install, weatherproofing, grounding	Per Site	500	\$1,300.00	\$650,000.00
Static IPv4 WAN Address (Optional) (4.1.7)	Dedicated, publicly routable IPv4 address	Per Site / Per Month	300	\$30.77	\$9,231.00
Demarc Extension >50 ft (Optional) (4.1.6)	Additional cabling beyond included 50 ft	Per Linear Foot	10,000	\$2.69	\$26,900.00
Mobile LEO Service (4.2.2; 4.2.3; 4.2.4)	Typical 50/25 Mbps bandwidth, unlimited data	Per Month	6,000	\$238.46	\$1,430,760.00
Mobile LEO Equipment Kit (4.2.5)	Mobile dish/antenna + modem (if required)	Per Unit	300	\$560.00	\$168,000.00
Mounting Hardware – Vehicle (4.2.5)	Vehicle mount	Per Unit	300	\$307.69	\$92,307.00
Mounting Hardware – Window (4.2.5)	Window mount	Per Unit	300	\$76.92	\$23,076.00
Mounting Hardware – Tripod (4.2.5)	Tripod mount	Per Unit	300	\$100.00	\$30,000.00
Mounting Hardware – Pole (4.2.5)	Pole mount	Per Unit	300	\$61.54	\$18,462.00
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	\$560.00	\$56,000.00

TOTAL BID AMOUNT: \$7,953,976.00

Company: DishNinjas Inc. FEIN 30-1508046

*****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.

Response to Centralized Request for Quote

LEO Satellite Internet — Turnkey Statewide Contract

Solicitation	CRFQ 0231 OOT2700000007 (Proc Folder 1994002), incl. Addenda 1, 2 and 3
Issuing agency	West Virginia Department of Administration, Purchasing Division, on behalf of the West Virginia Office of Technology (WVOT)
Buyer	Toby L Welch — (304) 558-8802 — toby.l.welch@wv.gov
Bid opening	Thursday, October 22, 2026, 1:30 PM ET (per Addendum No 3)
Submitted by	DishNinjas Inc. 2810 N Church St, PMB #379995, Wilmington, DE 19802-4447
Contact	Andrew Zdunich, Director of Operations — Tel (214) 228-0369 — Fax (800) 537-8211 — andrew@dishninjas.com
FEIN	30-1508046

Cover Letter

October 21, 2026

Toby L Welch, Buyer
West Virginia Department of Administration, Purchasing Division
2019 Washington Street East, Charleston, WV 25305-0130

Re: CRFQ 0231 OOT2700000007 — LEO Satellite Internet

Dear Mr. Welch,

DishNinjas Inc. submits this quotation to provide the West Virginia Office of Technology and participating State agencies with a turnkey Low Earth Orbit (LEO) satellite internet solution under an open-end Central Master Agreement. Our offer covers fixed-location and mobile Starlink Business service, all terminal equipment and mounting hardware, manufacturer-certified professional installation to the Agency's demarcation point, optional static IPv4 addressing, and 24x7x365 technical support.

DishNinjas is a specialist Starlink installation and managed-connectivity provider with more than 1,000 completed installations across residential, commercial, RV and marine environments, including rural and remote sites in West Virginia and the Appalachian region. We meet every mandatory qualification in Section 4.3.2 and accept the Solicitation's terms and conditions without exception.

Our Exhibit A pricing is complete for every Contract Item, firm for the life of the Contract, and includes F.O.B. destination delivery for standard orders. We acknowledge receipt of Addenda No. 1, 2 and 3.

Respectfully submitted,



Andrew Zdunich, Director of Operations
DishNinjas Inc.

1. Vendor Information

Item	Detail
Legal name	DishNinjas Inc. (Delaware corporation)
Trading name	DishNinjas
Business address	2810 N Church St, PMB #379995, Wilmington, DE 19802-4447
FEIN	30-1508046
WV Purchasing vendor registration	To be completed prior to award (Instructions to Vendors §12)
Authorized signatory	Andrew Zdunich, Director of Operations
Contract Manager (Spec 9.6)	Andrew Zdunich, Director of Operations — Tel (214) 228-0369 — Fax (800) 537-8211 — andrew@dishninjas.com
Email for award notification	andrew@dishninjas.com
Underlying LEO service	Starlink Business (SpaceX) — Local Priority service plans
Small / women- / minority-owned status	Not claimed

2. Proposed Solution

Fixed-location service (Spec 4.1). Each site receives a Starlink Business terminal on a Local Priority service line with authorized overage enabled, so the connection is never reduced to deprioritized speeds when monthly priority data is consumed. The service is delivered over the Starlink LEO constellation directly to the public internet with no terrestrial last-mile dependency and supports typical throughput of at least 100 Mbps down / 25 Mbps up under normal operating conditions over a rolling 30-day period.

Equipment (Specs 4.1.5, 4.2.5). Each fixed site and each mobile unit receives a new Starlink Business Standard Kit (phased-array antenna, Gen 3 router/modem, power supply and cabling) with the mounting hardware required for the location or vehicle. No used or refurbished equipment is supplied.

Network management disclosure (Specs 4.1.3, 4.1.4, 4.2.3, 4.2.4). Service is provided on Starlink Business Local Priority service lines. Each line includes a monthly priority-data allotment, and DishNinjas enables authorized overage on every Agency line, so data continues at full priority speed after the allotment, with no data cap and no slowdown. No individual Agency connection is subject to routine or usage-based throttling. During network congestion Starlink may temporarily manage traffic; any such management applies to all customers of the same service class on a non-discriminatory basis. Starlink's published network management practices (starlink.com/legal) will be provided in writing on request.

Installation (Spec 4.1.6). Installations are performed by DishNinjas technicians certified and trained on Starlink equipment. Each install includes all labor, tools and materials to mount, secure, weatherproof, ground and activate the terminal, plus up to 50 linear feet of demarc extension to the Agency's designated demarcation point at no additional cost. Placement is agreed with the Agency's onsite contact; work meets applicable safety, building and manufacturer standards. Runs beyond 50 feet are billed per linear foot as priced on Exhibit A.

Static IPv4 (Spec 4.1.8). On request at time of order, DishNinjas provisions a dedicated, publicly routable static IPv4 WAN address, delivered through a DishNinjas-managed static-IP service terminated on the site router. The address is assigned to the Agency site, not to the terminal, so it persists across hardware replacements and service renewals. Priced as a separate optional monthly line item.

Mobile service (Spec 4.2). Mobile units use Starlink Business terminals on Local Priority service lines with authorized overage enabled. Agencies select vehicle, window, tripod or pole mounts at time of order; each mount type is priced separately on Exhibit A.

Support (Specs 4.1.7, 4.2.6). 24x7x365 technical support for all service and equipment, included at no charge. Failed equipment is replaced under manufacturer warranty; out-of-warranty replacements are priced on Exhibit A.

Ordering (Specs 4.1.8, 4.2.7, 6.3). DishNinjas accepts the State's Telecommunications Change Request (TCR) and orders via wvOASIS, mail, fax, email or other written communication. Standard orders are delivered and installed within 30 calendar days; emergency orders within 15 calendar days, subject to weather and site access.

3. Specification Compliance Matrix

DishNinjas complies with every requirement below without exception, clarification or modification.

Section	Requirement (summary)	Status	DishNinjas response
4.1.1	LEO service direct to public internet, no terrestrial last mile	Comply	Starlink LEO constellation, direct to internet
4.1.2	Typical $\geq 100/25$ Mbps, rolling 30-day period	Comply	Starlink Business Local Priority service
4.1.3	Unlimited data, no fixed caps; fair-use terms disclosed	Comply	Authorized overage on every line; network management disclosed in Section 2
4.1.4	No routine usage-based throttling	Comply	No usage-based throttling; congestion management non-discriminatory (Section 2 disclosure)
4.1.5	All equipment: dish/antenna, modem, mounting	Comply	Starlink Business Standard Kit + mounting hardware per site (Section 2)
4.1.6	Certified install; 50 ft demarc included; >50 ft priced	Comply	See Section 2; Exhibit A line 5
4.1.7	24x7x365 support	Comply	Included
4.1.8	Static IPv4, persistent; optional line item; accept TCR	Comply	Managed static IPv4, persistent across hardware swaps and renewals; Exhibit A line 4; TCR accepted
4.2.1–4.2.4	Mobile LEO service, 100/25, unlimited, no throttling	Comply	Starlink Business Local Priority, authorized overage
4.2.5	Vehicle, window, tripod and pole mounts, each priced	Comply	Exhibit A lines 8–11
4.2.6–4.2.7	24x7x365 support; accept TCR	Comply	Included; TCR accepted
4.3.2.1	Authorized direct provider or reseller, with documentation	Comply	Authorized Starlink reseller; documentation provided on request
4.3.2.2	Install and support by certified, trained technicians	Comply	Certification statement, Section 4
4.3.2.3	LEO services to ≥ 2 state/federal entities in past 5 years	Comply	References, Section 4
4.3.2.4	≥ 5 rural WV/Appalachian network installs in past 5 years	Comply	Project list, Section 4
5.4	Pricing Pages complete for every item	Comply	Exhibit A, Section 5
6.3–6.4	Ordering channels; State payment procedures (EFT, P-Card)	Comply	Accepted
7.3–7.7	30-day standard / 15-day emergency delivery; F.O.B. destination; returns	Comply	Accepted
9.5	Quarterly reports and annual summaries	Comply	Accepted
9.6	Designated Contract Manager	Comply	Section 1
General T&C 8	CGL \$1M and Auto \$1M per occurrence	Comply	Certificates provided prior to award
General T&C 43	Interested party disclosure (contract $\geq \$1M$)	Comply	Submitted to Agency before work begins

4. Mandatory Qualifications (Section 4.3.2)

4.3.2.1 — Authorized provider / reseller. DishNinjas is an authorized reseller of Starlink Business service.

Written authorization from the underlying provider will be furnished to the Purchasing Division on request, prior to or after award, as permitted by Section 4.3.2.1.

4.3.2.2 — Certified technicians. DishNinjas confirms that all installation and support under this Contract will be performed by technicians certified and trained on the proposed Starlink equipment.

4.3.2.3 — Government LEO service references (minimum two, past five years)

#	Government entity	Contract / PO	Services provided	Contact
1	Lincoln Trail District Health Department (Kentucky public health agency)	PO 00045851 — June 2026	Starlink LEO satellite equipment supply and professional installation	Bryan Carroll — (270) 769-1601; Lisa Pollock — lisa.pollock@ltdhd.org
2	U.S. Department of Defense — naval facility, Prospect Harbor, ME 04669 (federal; performed for prime contractor Yulista)	PO 0068756 — Sep–Oct 2026	Starlink LEO satellite equipment supply and professional installation	Brandon Sparkman, Yulista — brandon.sparkman@yulista.com

4.3.2.4 — Rural West Virginia / Appalachian network installation projects (minimum five, past five years)

#	Client	Location	Completed	Description
1	Private client (contact on request)	Charles Town, Jefferson County, WV 25414	Oct 2026	Starlink LEO terminal installation, mounting, cabling and activation
2	Private client (contact on request)	Lake, Logan County, WV 25121	Mar 2026	Starlink LEO terminal installation, mounting, cabling and activation
3	Private client (contact on request)	Shepherdstown, Jefferson County, WV 25443	Mar 2026	Starlink LEO terminal installation, mounting, cabling and activation
4	Private client (contact on request)	Springfield, Hampshire County, WV 26763	May 2026	Starlink LEO terminal installation, mounting, cabling and activation
5	Private client (contact on request)	Hedgesville, Berkeley County, WV 25427	Jul 2026	Starlink LEO terminal installation, mounting, cabling and activation
6	Private client (contact on request)	Martinsburg, Berkeley County, WV 25403	Jul 2026	Starlink LEO terminal installation, mounting, cabling and activation

Client names and contact details for all projects are held on file and will be provided to the Purchasing Division on request. Supporting documentation for 4.3.2.1, 4.3.2.3 and 4.3.2.4 is available to the Purchasing Division prior to or after award on request.

5. Exhibit A — Pricing Page

Prices are firm for the life of the Contract, including renewal years. Standard delivery charges are included. Estimated quantities are the State's, used for evaluation only.

Contract Item	Unit of Measure	Est. Qty	Unit Price	Extended Price
Fixed LEO Service (4.1.2; 4.1.3; 4.1.4)	Per Month	12,000	\$430.77	\$5,169,240.00
Fixed LEO Equipment Kit (4.1.5)	Per Site	500	\$560.00	\$280,000.00
Professional Installation (≤50 ft demarc) (4.1.6)	Per Site	500	\$1,300.00	\$650,000.00
Static IPv4 WAN Address (Optional) (4.1.8)	Per Site / Per Month	300	\$30.77	\$9,231.00
Demarc Extension >50 ft (Optional) (4.1.6)	Per Linear Foot	10,000	\$2.69	\$26,900.00
Mobile LEO Service (4.2.2; 4.2.3; 4.2.4)	Per Month	6,000	\$238.46	\$1,430,760.00
Mobile LEO Equipment Kit (4.2.5)	Per Unit	300	\$560.00	\$168,000.00
Mounting Hardware – Vehicle (4.2.5)	Per Unit	300	\$307.69	\$92,307.00
Mounting Hardware – Window (4.2.5)	Per Unit	300	\$76.92	\$23,076.00
Mounting Hardware – Tripod (4.2.5)	Per Unit	300	\$100.00	\$30,000.00
Mounting Hardware – Pole (4.2.5)	Per Unit	300	\$61.54	\$18,462.00
24x7x365 Technical Support (4.1.7; 4.2.6)	Included	N/A	Included	Included
Replacement Hardware (Optional) (4.1.7; 4.2.6)	Per Unit	100	\$560.00	\$56,000.00
GRAND TOTAL (lump sum — entered as Unit Price on CRFQ Line 1)				\$7,953,976.00

Company: DishNinjas Inc. Name: Andrew Zdunich, Director of Operations

Signature: Andrew Zdunich Date: October 21, 2026

6. Addendum Acknowledgement and Certifications

DishNinjas Inc. acknowledges receipt of **Addendum No. 1** (bid opening moved to 10/08/2026), **Addendum No. 2** (moved to 10/15/2026) and **Addendum No. 3** (moved to 10/22/2026). The State's signed Addendum Acknowledgement Form is enclosed.

By signing, DishNinjas certifies that it has reviewed the Solicitation in its entirety; accepts its terms and conditions without exception; that the services proposed meet all mandatory requirements; that this bid was prepared without collusion; that DishNinjas owes no debt to the State as defined in W. Va. Code §5A-3-10a; that it does not engage in a boycott of Israel (W. Va. Code §5A-3-63); and that it will be registered with the West Virginia Purchasing Division and in good standing with the WV Secretary of State, State Tax Department and Insurance Commissioner prior to award.



Andrew Zdunich, Director of Operations, DishNinjas Inc.

Date: October 21, 2026