



Together with NEXTEL



A Proposal to the State of West Virginia CPHONE07

Sprint Nextel's PCS Proposal
September 28, 2006



**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum** - The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

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

Sprint

2001 Edmund Halley Drive
Reston, Virginia 20191

September 28, 2006

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington St. East
Charleston, WV 25305-0130

Dear Betty Francisco,

Sprint has been working closely with the State of West Virginia (the State) since 2004 to provide unparalleled value as the State's Long Distance and 800 service provider, as well as to provide Tier 1 Internet service for the State through WVNet. Sprint has proven that it is a valuable and reliable partner to West Virginia, and understands and values the unique requirements of West Virginia.

Today's business customers seek a communications company that can provide a progressive wireless experience with first in class features and services. Sprint offers a comprehensive wireless and data solution unmatched by any of our competitors. The State requires seamless, integrated capabilities in order to be able to efficiently provide the services its citizens require.

The foundation of a Sprint wireless program is a powerful combination of the world-class, all-digital, Sprint Nationwide PCS Network based on CDMA technology and the best-in-class Nextel National iDEN Network. Through the successful merger of Sprint and Nextel, we are able to offer superior data, wireline and wireless solutions delivered on the most advanced networks available. Our "best in breed" offerings – such as industry-leading data applications, our EV-DO high-speed data network and our unsurpassed Walkie-Talkie service – are unequalled by competitors. Whether you choose our iDEN services, Sprint PCS services or a combination of both, your users will gain the best solutions available anywhere.

A significant advantage of Nextel Walkie-Talkie over our competitors' is that we can restrict cellular service on handsets designated for radio only usage. With Nationwide Nextel Walkie-Talkie, our subscribers are able to instantly communicate with any other iDEN subscriber no matter where they are within the iDEN network, all with the touch of a single button.

Sprint PCS wireless voice and Vision data services are easy to use and work the same across the entire enhanced Sprint Nationwide PCS Network. PCS Vision products offer quick, wireless access to the Web, Messaging, Picture Mail and Business Connection emails solutions. Our Wi-Fi (802.11) Access further complements our Vision services. The Sprint PCS third generation (3G) network provides data speeds up to 144 Kbps and average data speeds in the 50 Kbps to 70 Kbps range. With bandwidth optimization, a maximum 288 Kbps perceived throughput is available for many applications.

In addition, Sprint has multiple advanced email products, including the ability to send and receive emails on the BlackBerry 7520 & 7100i devices, which operate on the Nextel National Network, and the BlackBerry 7250 device, which operates on the Sprint PCS Network. For many, the BlackBerry is the ultimate communication tool, and it includes Walkie-Talkie capability, GPS capability, a dual processor, TCP/IP support, full wireless PIM synchronization, enhanced attachment viewing and speakerphone. Sprint has roaming agreements with most wireless companies such as ALLTel. Recently Sprint finished the acquisition of Nextel Partners.

This proposal offers the very highest levels of discount available on those wireless services as well as fulfills the special requirements contained in the RFP. Sprint feels confident that the State will agree that extending our business partnership to wireless services is the right thing to do for the State of West Virginia.

We welcome the opportunity to discuss our complete wireless communications platform and hope the information provided herein serves as a valuable resource in furthering a lasting business partnership. If you have any questions or require further information regarding Sprint Nextel, please do not hesitate to contact your West Virginia Account Executives Phillip Hale at (304) 535-1442 or Jeffery Vaughn at (304) 769-2738.

Sincerely,

A handwritten signature in cursive script that reads "Frank Gatto".

Frank Gatto
Director, Proposal Development & Business Solutions
Sprint Nextel



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

Request for Quotation

RFQ NUMBER
 CPHONE07

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ADDRESS CORRESPONDENCE TO ATTENTION OF
 BETTY FRANCISCO
 304-558-0468

VENDOR

Sprint Nextel
 Phil Hale
 P. O. Box 641
 Harpers Ferry, WV 25425

SHIP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/07/2006				

BID OPENING DATE: 09/28/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR QUOTATION						
THE PURCHASING DIVISION IS SOLICITING BIDS FOR THE INFORMATION TECHNOLOGY DIVISION AND THE CHIEF TECHNOLOGY OFFICER FOR CELL PHONE SERVICE FOR ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.						
QUESTIONS: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH SEPTEMBER 18, 2006. QUESTIONS SHOULD BE DIRECTED TO:						
BETTY FRANCISCO, SENIOR BUYER PURCHASING DIVISION P. O. BOX 50130 CHARLESTON, WV 25305 - 0130 FAX: 304-558-4115 E-MAIL: BFRANCISCO@WVADMIN.GOV						
NOTE: E-MAIL QUESTIONS ARE PREFERRED. AFTER THE DATE SHOWN, ONLY QUESTIONS CONCERNING BID SUBMISSION SHALL BE ACCEPTED.						
SEE THE ATTACHED CPHONE07 SPECIFICATIONS						
0001	1	EA		985-77		
STATEWIDE CONTRACT FOR CELL SERVICE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
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**Request for
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 304-558-0468

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<p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR</p>						

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<p>IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. 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.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A LOCAL BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY FOR ORDERS THAT ARE LESS THAN \$2,500 AS A CONDITION OF AWARD.</p>						

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<p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE</p>						

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<p>REASON CHECKED:</p> <p>() BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>(X) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF</p>						

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VENDOR

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<p>PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <u>SPRINT SOLUTIONS</u></p> <p>DATE: <u>SEPT. 25, 2006</u></p> <p>SIGNED: <u>Franky Jacobs</u></p> <p>TITLE: <u>DIRECTOR, PDBS</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p>						

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Vendor: <u>SPRINT SOLUTIONS INC.</u>	Spending Unit:
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Requisition No.: CPHONE 07

ADDENDUM ACKNOWLEDGEMENT

I hereby acknowledge receipt of the following checked addendum(s) and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum No.'s:

No. 1 ✓

No. 2 _____

No. 3 _____

No. 4 _____

No. 5 _____

I understand that failure to confirm the receipt of the addendum(s) is cause for rejection of bids.

Frank J. [Signature]
Signature

SPRINT SOLUTIONS
Company

SEPT. 25, 2006
Date



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Disclosure Statement – Sprint

This proposal is provided in response to requirements of the State of West Virginia and includes data that shall not be disclosed outside the State of West Virginia and shall not be duplicated, used, or disclosed - in whole or part - for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offer or as a result of - or in connection with - the submission of this data, the State of West Virginia shall have the right to duplicate, use or disclose the data to the extent provided in the resulting contract. This restriction does not limit the State of West Virginia's right to use information contained in this data if it is obtained from another source without restriction. The data subject to the restriction are contained on sheets annotated with a restrictive legend.

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Executive Summary

The State of West Virginia (the State) wishes to procure as much of its wireless services as possible from one preferred supplier. It is expected that such an approach will present significant cost advantages and deliver better value. The State is also interested in exploring how newly emerging wireless voice and data services might further enhance the State's ability to do business and provide services to its constituents. However, it is essential that the service levels and support provided under any arrangement be of the highest caliber and have the capability to meet the demands of such a large and diverse state as West Virginia

Sprint Solutions, Inc. as contracting agent on behalf of the applicable entities providing Products, Services and Personnel (Sprint) is that provider. Sprint's response to the State's request is closely tied to these articulated needs.

Sprint provides a comprehensive public safety and government offering starting with our core services solution of Digital Cellular, Walkie-Talkie, Mobile Messaging and Wireless Data Services. Reliable, state-of-the-art public safety communications is critical to the security of our communities and our nation. Our goal is to create a unique-to-government solution through our national networks, innovative products and cost effective programs geared towards the needs of the Public Sector.

Sprint understands the State's needs when it comes to network reliability, performance and coverage. With our two networks, the Nextel National Network based on iDEN technology and the Sprint PCS Network based on CDMA technology, we are confident that Sprint can service the State's telecommunication needs now and in years to come. In addition, Sprint is spending billions of dollars per year to improve and increase coverage on both our IDEN and CDMA networks.

Nextel Walkie-Talkie, our long-range two-way radio service available to subscribers on the Nextel National Network has become an invaluable tool for local, state and federal public safety agencies. We offer features unique to public safety, such as Wireless Priority Service and Priority Connect, voice and data services, Emergency Calling, Premium Customer Care and customized data applications designed to meet emergency management and law enforcement needs.

Sprint Nextel offers a wide range of handset options, from affordable basic units (at no cost to the State) to ruggedized phones that meet military specifications for dust, shock and vibration. Sprint Nextel offers several BlackBerry as well as email devices that provide all of the capabilities of a PDA with Sprint core service offering. Sprint Nextel also offers handsets especially designed for public safety issues. All Sprint Nextel phones are shipped to the customer preconfigured, activated, and ready for use. We also offer several service plans through our national Service & Repair Programs, including phone insurance so that damaged, lost, or stolen handsets can be replaced.

Sprint's Public Sector support teams have received specialized training to understand and recognize the needs of the government sector. Within this document, Sprint will detail our solutions for providing cost effective wireless services, while concurrently improving the quality of service to your wireless user community.

In addition Sprint Nextel offers several highly innovative and valuable applications based on our network and devices, such as the Yellow School Bus program to provide safety and security for K-12 students, which will be offered to the State. GPS applications and special applications developed for first-responders will add to the State's ability to provide security and efficient emergency response.



CPHONE07

As you may know, the Sprint/Nextel merger combines the strengths of two companies, which will provide high-value, integrated communications solutions to our customers. As an independent wireless services provider, Sprint has been recognized as a leader in customer service and loyalty, push-to-talk services and providing end-to-end solutions to business and government customers.

Sprint customers will also benefit from:

- › Digital wireless service in all 50 states, Puerto Rico and the U.S. Virgin Islands. Sprint and their affiliates and partners cover a total domestic population of 262 million
- › Robust integrated wireless and IP-based wireline solutions to business
- › Improved customer service and sales performance through joint capabilities
- › Investments in the deployment of next-generation wireless data services, bringing new and compelling products to market to benefit consumers and businesses
- › Sprint PCS third generation (3G) network provides data speeds up to 144 Kbps and average data speeds in the 50 Kbps to 70 Kbps range

In summary, we can continue to provide a robust and reliable wireless voice and data solution that will enable you to meet today's needs as well as future needs. We hope you find the information contained in this response beneficial in making your decision.



Part 1 General Information

The purpose of this RFQ is to seek bids from interested 2005 Gartner Wireless Magic Quadrant rated vendor(s) to provide a statewide cellular telephone contract. The State will also accept bids from vendor(s) currently providing cellular service to the State. State agencies currently utilize cellular services from several different vendor(s). They include, but are not limited to: Cingular, Alltel, US Cellular, Sprint, Nextel, Cellular One and Ntelos.

Our primary goal is to leverage the State of West Virginia's buying power to ultimately reduce our overall costs, while meeting our requirements and maintaining an acceptable level of quality.

This contract may consist of awards to multiple vendor(s) required to cover all features as described in the RFO and all geographic areas of West Virginia in which the State needs service. As a result of this RFQ, the vendor meeting the mandatory requirements with the lowest cost will be considered the Prime Vendor. The other vendors meeting the mandatory requirements will be ranked by their cost, lowest to highest. Agencies needing cellular services will obtain service from the Prime Vendor as long as the Prime Vendor can provide the service requirements and features that meet the needs of the agency- Agencies that need cellular services in geographic locations (or have service requirements) that cannot be served by the Prime Vendor shall obtain service from the vendor with the next lowest cost and so on. All purchases will be directed to the Prime Vendor unless, in limited instances, that vendor cannot provide required features or coverage

The State reserves the right to award to one vendor or to split award to multiple vendors based on what is in the best interest of the State.

The State reserves the right to utilize inter-state agreements, such as the Western States Contracting Alliance (WSCA), or GSA pricing schedule, to purchase equipment and service, outside of the terms and conditions of any contract resulting from an award of this RFQ. The Vendor(s) may make the products and services requested in this RFO available to county and local municipalities, as well as any other official boards and commissions deemed eligible as legitimate, governmental entities. If the Vendor(s) exercises this option, the State will not be liable for billing, management or any other services related to these separate, independent agreements. .

The vendor(s) is solely responsible for all work performed under the contract and shall assume prime contractor responsibility for all services offered and products to be delivered under the terms of this contract. The State will consider the vendor(s) to be the sole point of contact with regard to all contractual matters. The vendor(s) may enter into written subcontracts for performance of work under the contract; however, the vendor(s) is totally responsible for payment of all subcontractors.

The State of VW presently utilizes approximately 2700 cellular telephones, with airtime usage of approximately 7.5 million minutes annually, and approximately 200 data devices (Blackberries, Trees and similar data devices).

Geographic West Virginia, and bordering counties located in adjoining states, will be considered the "home area", or local call footprint, for all services related to this RFQ. "Roaming charges/long distance" will apply only when the user is outside of the "home area/local call footprint" and when not included in the package plan chosen. Roaming is defined as the area beyond the bordering counties in adjoining states within the continental United States. . .



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Due to continuing evolution of the cellular technology and constant changes in each vendor's capabilities, the winning vendor(s) will have the opportunity to present the Chief Technology Officer information about new products, new services and new coverage areas offered for the State's consideration as well as proposed pricing. The Office of Technology will do an analysis of each proposal to insure the products and services offered continue to meet the State's needs in a cost-effective manner. The Office of Technology will also compare these offerings with offerings available in the marketplace to insure that the proposal is competitive, reasonable and proven. Only vendor(s) awarded contracts from the original RFQ may participate in this upgrade of the State's cellular services. If the proposed change is accepted by the Office of Technology, they must be processed through and approved as a change order by the Purchasing Division.

If the vendor offers different network technologies, i.e.: GSM, iDen, CDMA, etc., the vendor is required to submit a separate response for each network technology.

Sprint has read and understood. Sprint will be submitting two proposals; this response is for Sprint PCS (CDMA) National Network.



Part 2 Requirements – Sprint CDMA Response

#	Requirements Vendor shall meet 2.1, 2.2, 2.3.1, 2.3.2, 2.3.3, 2.3.4, 2.3.5, 2.3.6, 2.3.7, 2.3.8, 2.3.9, 2.3.10, 3.1, 3.2, 4.1, 4.2, 4.3, 4.4. Failure to meet all of these mandatory requirements shall result in disqualifications.	Vendor Meets or Exceeds	Vendor Does Not Meet
(Must Mark One)			
VOICE AND DATA			
2.1	All state entities that utilize the services resulting from this RFO shall receive a basic cellular telephone, at no charge to the State. This includes the handset, battery, AIC Charger, DIC power cord and user's manual.	XX	
2.2	All equipment including but not limited to handset, battery, antennas, etc. provided under the terms of this agreement. shall be new and have a one year manufacturers warranty. No used or refurbished equipment will be accepted.	XX	
2.3	Vendor(s) shall offer the following features at no cost as the basic service:		
2.3.1	Call Forwarding	XX*	
2.3.2	Call Waiting	XX	
2.3.3	Three-Way Calling	XX	
2.3.4	Mobile to Mobile Calling	XX	
2.3.5	Voice Mail	XX	
2.3.6	Statewide service with no roaming charges or long distance fees within West Virginia and the bordering counties of adjoining states	XX	
2.3.7	Caller ID	XX	
2.3.8	Hands-free capable	XX	
2.3.9	Text Messaging capable phone	XX	
2.3.10	Free Nights (beginning 9:00 p.m. M-Th) and Weekends (beginning 9:00 p.m. Fridays) within the continental United States.	XX	
3	Data services that are required by the State include Internet access and e-mail utilizing wireless handheld devices and non-standard cellular telephones. The requested data services shall be able to access e-mail service from the providing vendor(s) or interface with the State's various e-mail systems.		
3.1	The vendor must support at least one of the following email systems:		
	Novell GroupWise	XX	
	Microsoft Exchange	XX	
	Lotus Notes	XX	
3.2	The vendor must support at least one of the following types of hardware:		
	Blackberry	XX	
	Treo	XX	
	Windows Mobile	XX	
4.1	Vendor(s) shall include, as part of their pricing, the cost of wireless handheld devices, data-ready portable phones, and any software needed for email integration, voice (cellular) capability. Any data devices offered shall include, at a minimum, the same functionality as the cellular telephones requested in this RFQ.	XX	
4.2	All devices proposed by the vendor(s) shall come equipped with Bluetooth turned off, as the default setting.	XX	
4.3	Vendor(s) shall offer "air cards" that allow for wireless data services for laptop or notebook computers.	XX	



#	Requirements	Vendor Meets or Exceeds	Vendor Does Not Meet
	Vendor shall meet 2.1, 2.2, 2.3.1, 2.3.2, 2.3.3, 2.3.4, 2.3.5, 2.3.6, 2.3.7, 2.3.8, 2.3.9, 2.3.10, 3.1, 3.2, 4.1, 4.2, 4.3, 4.4. Failure to meet all of these mandatory requirements shall result in disqualifications.		
(Must Mark One)			
4.4	The State intends to retain the cellular numbers currently used with the expectation that the winning vendor(s) would manage porting as required.	XX	
ENHANCED ITEMS (Vendor must provide one or more. Failure to meet at least one of 5.1, 5.2, 5.3 or 5.4 shall result in disqualification)			
5.1	Camera Phone allows a cell phone to be used as a camera.	XX	
5.2	Push to Talk feature allows a cell phone to be used as if it is a walkie talkie.	XX	
5.3	The ability to rollover unused minutes from one month to the next.		XX
5.4	The ability to designate one land line, per account, as a "home" number which will be treated as a mobile number for billing purposes (mobile-to-mobile). Example: The Office of Technology Help Desk number is 558-1257. Calling this number would be considered a mobile to mobile call.	XX	
ADDITIONAL SERVICES (Vendor must provide or plan to provide one or more. Failure to meet at least one of 6.1, 6.2, or 6.3 shall result in disqualification)			
6.1	Offer or plan to offer a service(s) that could be used to help geographically locate key personnel, equipment and vehicles, in the event of an emergency, to ascertain the specific location of said key personnel, equipment or vehicles (example: GPS-type technology or tower triangulation). Does not pertain to E911 or any other service that requires an outbound call from the phone or data device.	XX	
6.2	"Amber Alert" capable equipment. The State recognizes that the subscription for this service is the responsibility of the agencies' utilizing this feature.	XX	
6.3	Offer or plan to offer Wireless Priority Service (WPS) capabilities, to enable first-responders the ability to communicate during an emergency. Wireless Priority Service (WPS) is a White House-directed National Security/Emergency Preparedness (NS/EP) National Communications System (NC) program for priority cellular network access. The WPS was approved by the FCC for NS/EP requirements on a call by call priority basis. The NCS executes the program on behalf of the Executive Office of the President. Only individuals in NS/EP key leadership positions are authorized users of WPS. See: http://wps.ncs.Qov . THIS REQUIREMENT APPLIES ONLY TO ANY CELLULAR OR DATA DEVICES UTILIZED BY KEY NS/EP LEADERSHIP PERSONNEL, AUTHORIZED TO USE WPS.	XX	
TRAINING (Vendor must provide the following. Failure to agree shall result in disqualification)			
7.1	The vendor must provide "train the trainer" training for procurement officers, or other appropriate agency personnel, to clearly understand the ordering, billing and invoicing processes.	XX	
ORDERING, BILLING, SERVICE and SUPPORT (Vendor must meet 8.1 through 8.17. Failure to agree shall result in disqualification)			
8.1	The Vendor(s) shall provide activation of new service, or portability services at no additional charge.	XX	
8.2	Vendor(s) shall provide a toll-free support number coverage,	XX	



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#	Requirements Vendor shall meet 2.1, 2.2, 2.3.1, 2.3.2, 2.3.3, 2.3.4, 2.3.5, 2.3.6, 2.3.7, 2.3.8, 2.3.9, 2.3.10, 3.1, 3.2, 4.1, 4.2, 4.3, 4.4. Failure to meet all of these mandatory requirements shall result in disqualifications.	Vendor Meets or Exceeds	Vendor Does Not Meet
		(Must Mark One)	
	staffed by technical personnel, to answer any service-related questions, including, but not limited to: parts, service, and administrative support.		
8.3	Vendor shall repair or replace any malfunctioning units with equipment equal to, or better than, the original unit.	XX	
8.4	If vendor(s) implements technologies that render the State's voice or data devices inoperable, or otherwise non-functional, vendor(s) shall provide replacement devices free of charge prior to the new services becoming available.	XX	
8.5	Vendor(s) shall furnish monthly availability and reliability statistics to the West Virginia Office of Technology for West Virginia's "home area". This must include the percentage of time the network was not 100% available in the home area and the percentage of dropped calls in home area per user. The report should be in a format mutually agreed upon by the State and the vendor.	XX	
8.6	The successful vendor(s) shall be available to meet with the Office of Technology on a regular basis (monthly or quarterly, at the State's discretion) to discuss the utilization of this contract and any relevant issues.	XX	
8.7	State Agencies shall have the ability to change rate plans on a particular line without any fee or charge to the agency.	XX	
8.8	It will be the responsibility of the successful vendor(s) to Bill the individual spending units based on their individual requirements. Options may include: A separate bill per service line requested Aggregate billing by agency geographic location Aggregate billing for the spending unit (Time aggregation would only be expected at the aggregated bill level and not across spending units.)	XX	
8.9	Billing shall be provided in a pre-approved format, as agreed upon by both the vendor(s) and the State. These bills will be delivered to the State on a pre-arranged delivery date, mutually agreed upon by the State and the vendor(s). Billing at a minimum should detail, for each line active on that bill, the following: *mandatory	XX	
	User Name	XX	
	*Cellular Number	XX	
	Office (landline) Number	XX	
	Supervisor's Name	XX	
	Supervisor's Office (landline) Number	XX	
	Department	XX	
	Agency Name	XX	
	Unit Name	XX	
	Org. Number	XX	
	*Bill to address	XX	
	Plan Level	XX	
	*Number called	XX	
	Duration of call or size of data transmission	XX	
	*Date and time of call or data transmission	XX	
	*Cost of call or data transmission	XX	
	*Overage charges, if applicable	XX	



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#	Requirements Vendor shall meet 2.1, 2.2, 2.3.1, 2.3.2, 2.3.3, 2.3.4, 2.3.5, 2.3.6, 2.3.7, 2.3.8, 2.3.9, 2.3.10, 3.1, 3.2, 4.1, 4.2, 4.3, 4.4. Failure to meet all of these mandatory requirements shall result in disqualifications.	Vendor Meets or Exceeds	Vendor Does Not Meet
(Must Mark One)			
	Fees	XX	
8.10	Vendor(s) will provide a free quarterly optimization calculation, as applicable and requested by the State. There shall not be any additional charge or commitment for moving a user into a more appropriate plan. Optimization recommendations must be communicated through a quarterly report. The State will use this information for evaluating the State's cell phone usage, as provided by the vendor.	XX	
8.11	Vendor(s) shall provide to the state an additional monthly report that shows total minutes of usage by billed telephone number (BTN), in addition to billing the user agencies.	XX	
8.12	Vendor(s) shall work directly with the agencies to promptly resolve billing issues.	XX	
8.13	The State of WV will not pay activation fees, disconnection fees, early termination fees, or roaming fees, within the designated "home area," as part of this contract.	XX	
8.14	Vendor(s) must include, per telephone number and/or IP address, all fees (USF, Administrative Fees, etc.) listed separately, as part of the base monthly rate, in the vendor(s)' response. The state cannot pay any tax, fee or surcharge that is not specifically mentioned in responses to this RFQ or is not included as part of the base monthly rate. The State of West Virginia is exempt from all Federal and West Virginia State taxes.	XX	
8.15	List applicable fees Name of Fee Mo. Amount		
	<ul style="list-style-type: none"> • Federal USF is 2.12% 		
	<ul style="list-style-type: none"> • Federal WLNP is \$.15 per line 		
	<ul style="list-style-type: none"> • Federal E911 is \$.40 per line 		
	<ul style="list-style-type: none"> • WV State 911 is \$3.00 per line (if charged by State to State owned phones) 		
<ul style="list-style-type: none"> • The additional fees are subject to change. Sprint will pass through any government mandated increases or decreases. 			

* The Call Forwarding capability is part of our basic service. There are usage charges associated with forwarding calls.



Part 3 Cost

3.1 Vendor must respond to one (1) or more of the following pricing plan alternatives: The State shall reserve the right to combine all three plans to select the Prime Vendor or shall split award and have a Prime Vendor for each plan.

3.1.1 Conventional Plans - Please provide conventional (minute bucket) pricing alternatives. Vendor(s) must complete four-part scenario cost attachment. (Attachment A)

Please see Attachment A for Sprint's response.

3.1.2 Pooled Plans - Please provide pricing information on pooling plans. Vendor(s) must complete attached cost sheet. (Attachment B)

Please see Attachment B for Sprint's response.

3.1.3 Flat Plan/"Pay as You Go" - Please provide pricing information on flat plans in which each user is assessed a small monthly fee, or no fee at all; and pays only for actual usage. Vendor(s) must complete attached cost sheet. The mandatory features of unlimited mobile to mobile and unlimited nights and weekends would not apply to this plan. (Attachment C)

Sprint will not be responding to this question.

3.1.4 Data Cost Sheet - Please provide pricing information on the cost for PDA data usage. The vendor shall provide the device and a plan that includes unlimited data usage with no roaming charges within the Continental United States. Vendor(s) must complete attached cost sheet. (Attachment D)

Please see Attachment D for Sprint's response.

Vendor(s) shall attach price lists for all available calling plans, data plans, additional features/services, optional devices and accessories. Including, but not limited to: Belt clips, hands-free kits, 3-watt boosters, carrying cases, spare batteries, AC/DC chargers, etc.

Sprint has read, understood and will comply.



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Agreement Addendum

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **ARBITRATION** - Any references to arbitration contained in the agreement are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. **RECOUPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages or limiting the Vendor's liability under a warranty to a certain dollar amount or to the amount of the agreement is hereby deleted. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Company Name: SPRINT SOLUTIONS

Signed: Frank Yatts

Title: DIRECTOR, PDBS

Date: SEPT. 25, 2006



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Affidavit

AFFIDAVIT

West Virginia Code §5A-3-10a states:

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions.

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING:

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

CONFIDENTIALITY:

The vendor agrees that he or she 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. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: SPRINT SOLUTIONS

Authorized Signature: *Frank J. Adams* Date: SEPT. 25, 2006

State of West Virginia
Notes Concerning Pricing
Sprint PCS - CDMA Corporate Liable Pricing

*Rates exclude taxes & Sprint Fees (including USF charge of up to 2.12% that varies quarterly, cost recovery fees of \$0.55 per lin & state/local fees that vary by area. Sprint Fees are not taxes or government required charges.

- 1 Unless otherwise noted, Nights are 9:00pm to 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am.
- 2 CDMA Roaming Buy-Up not available on \$34.99 Ready Link plan
- 3 Area-wide Plan: Plan minutes may not be used for calls outside the extended calling area or for roaming.
- 4 Add-A-Phone not combinable with shared minutes on the same account.
- 5 Free & Clear, Ready Link & Total Wireless Access plans can share minutes with each other.
- 6 Sprint PCS Ready Link: Requires a Sprint PCS Ready Link phone activated on a Sprint PCS Ready Link plan. Works on in conjunction with other Sprint PCS Ready Link phones on the Sprint PCS Nationwide Network. Cannot send or receive other voice calls when in use. Roaming not available with single-band phones or for customer located outside the Nationwide Sprint PCS Network. Roaming usage may not exceed 50% of total usage per month or allocated roaming minutes in applicable markets.
- 7 Sprint PCS Free and Clear Plan: Roaming not available with single-band phones or for customer located outside the Nationwide Sprint PCS Network. Roaming usage may not exceed 50% of total usage per month or allocated roaming minutes in applicable markets. Roaming minutes cannot be shared.
- 8 Sprint PCS Total Wireless Access: Plan minutes include roaming, but roaming usage may not exceed 50% of total usage per month or allocated roaming minutes in applicable markets. International roaming rates will vary and may be billed separately.
- 9 Free Incoming Plans: Incoming call minutes are not free while roaming off of the Sprint PCS Network. Nationwide Walkie-Talkie: provided as Sprint PCS Ready Link. Sprint PCS Ready Link requires a Ready Link capable phone.
- 10 Sprint Fair & Flexible — Monthly charges may change month-to-month based on usage. Shared minutes not available. Roaming not available with single-band phones or for customer located outside the Nationwide Sprint PCS Network. Roaming usage may not exceed 50% of total usage per month or allocated roaming minutes in applicable markets.
- 11 Sprint Mobile to Mobile: Only available on calls placed directly between separate Sprint PCS phones and most Nextel phones while on the Nationwide Sprint PCS Network (not through voicemail, directory assistance or other indirect method).

**State of West Virginia
Notes Concerning Pricing
Nextel iDEN Network**

Plans:

*Rates exclude taxes & Sprint Fees (including USF charge of up to 2.12% that varies quarterly, cost recovery fees up to \$2.83 per line, & state/local fees that vary by area). Sprint Fees are not taxes or government required charges. Rate Plans are valid for Business Accounts until 1/18/06 except where noted. Offers are subject to change, and may not be available in all markets. Certain restrictions may apply. Offers may require credit approval, new activation and one- or two-year subscriber agreement. Additional charges may apply and may vary by market, including state and federal taxes, a federal Universal Service Assessment recovery fee of either 1.397% or 1.55% (subject to change quarterly), state universal service fees, in some states a Gross Receipt Recovery Fee of 1.4% to 5%, and a state-required E911 fee. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Activation fee of \$36 per phone (For IL accounts: \$36 for the first line and \$18 for additional lines) may apply. \$200 early termination fee may apply, after 14-day trial period (may vary by state), conditions apply. Read Service Agreement for details.

- 1 Share Key: Both = cellular and DC, Cellular = cellular only, WT = Walkie-Talkie only, Both = cellular and WT, No = Does not share. Walkie-Talkie minutes share with like plans.
- 2 Walkie-Talkie minutes are calculated based on the duration of the call times the number of participants; and are charged to the call initiator.
- 3 Unlimited Walkie-Talkie does not include Talkgroup calls.
- 4 Nights (9pm to 7am). Weekends (Fri. 9pm to Mon. 7am). On the iDen Network calls are rated by the appropriate minute throughout the call. As of 11/1/05 an entire call is rated according to when the call is initiated.
- 5 Caller ID may not be available on all calls. Read subscriber agreement for details.
- 6 Add-On plan requires activation of at least one base Team Share plan on the account.
- 7 Pay-As-You-Go Messaging on the Sprint Free Incoming, Sprint Fair & Flexible, Nextel National Business Plans and Nextel Local Instant Connect Plans does not apply in Florida, New York, New Jersey and Southern California unless subscribed to another data service.
- 8 Mobile to Mobile: Offer not available to subscribers in Nextel Partner Markets. May exclude calls to and from Nextel Partner subscribers. See Sprint.com/M2M for more details.

Data Services:

- 1 Most Wireless Data Services require Nextel digital cellular service and a data-capable phone. Free Month Offer: Service Credit will be applied on first or second month's invoice. After that time, subscriber will be charged the applicable monthly fee.
- 2 Requires data-capable phone and Nextel digital cellular service. Image/Audio Messaging requires phone capable of sending and receiving image/audio messages. One Way Messaging Alerts: Alerts are 15¢ per received message.
- 3 Pay-as-you-go text messaging is excluded in the FL, NY, NJ, and Southern CA Markets.
- 4 Additional fee may apply for some 3rd party services. Requires capable handset. Certain applications may be network aware and require subscription to a plan that includes data access.
- 5 GPS Services: Environment may limit GPS location info. Credits for free month of service offers will be applied on first or second month's invoice. After that time, subscribers will be charged monthly access fee unless subscriber cancels.
- 6 Racing Connection Services automatically activated for the i736 (while supplies last), unless customer has another Wireless Data Service active, or requests to opt-out at time of i736 activation. Also available for the i710, i730, i733, and i830.
- 7 Sprint reserves the right to terminate any data subscription if usage adversely affects network performance.
- 8 Nextel WiFi Hot Spot Plan and Unlimited Wireless PC Access Plan are intended to support laptop or PDA web browsing and Internet-based mail. No charge for first month's free access. After that time, applicable access fee applies unless subscriber cancels.

Most Wireless Data Services require an Internet-ready phone. Current prices are from 11/01/2005-11/30/2005 and are subject to change. Additional applications may require other fees.

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**State of West Virginia
Sprint Business Essentials
Corporate and Individual Liabe Pricing**

SPRINT RATE PLAN	Cellular Minutes Included	List MRC	Discounted MRC	
			Corporate Liabe	Individual Liabe
Sprint Business Essentials Plan	400	\$ 39.99	\$ 29.99	\$ 33.99
Sprint Business Essentials Plan	1,000	\$ 59.99	\$ 44.99	\$ 50.99
Sprint Business Essentials Plan	1,400	\$ 79.99	\$ 59.99	\$ 67.99
Sprint Business Essentials Plan	2,000	\$ 99.99	\$ 74.99	\$ 84.99
Sprint Business Essentials Plan	3,000	\$ 149.99	\$ 112.49	\$ 127.49
Sprint Business Essentials Plan	4,000	\$ 199.99	\$ 149.99	\$ 169.99

Included with Plan:

Unlimited Night and Weekend Minutes - Monday through Thursday 7pm to 7am and Friday 7pm to Monday 7am
 Pooling - Anytime cellular minutes share across all rate tiers on the same network
 Unlimited Nationwide Walkie-Talkie (iDEN) or Sprint Mobile to Mobile (CDMA)
 Long Distance
 Roaming is included on CDMA Network. Roaming not available with single-band phones or for customer located outside the Nationwide Sprint PCS Network. Roaming usage may not exceed 50% of total usage per month or allocated roaming minutes in applicable markets. Roaming minutes cannot be shared.
 Voice Mail
 Caller ID

ADDITIONAL CHARGES:

Description	Overage Rate/Min
Overage Charges (All Minute Plans)	\$ 0.4000

Note: All Cellular calls round airtime to the next full minute.

AVAILABLE ADD-ONS:

Description	List MRC	Discounted MRC	
		Corporate Liabe	Individual Liabe
Mobile to Mobile Buy-up Option	\$ 5.00	\$ 3.75	\$ 4.25
<i>Allows iDEN customers to make unlimited calls directly to most Nextel iDEN and Sprint PCS Subscribers while on the Sprint/Nextel Nationwide Network without using service plan minutes.</i>			
Ready Link Buy-up Option	\$ 5.00	\$ 3.75	\$ 4.25
<i>Allows CDMA customers to make unlimited Ready Link calls directly to Sprint PCS Subscribers while on the Sprint/Nextel Nationwide Network without using service plan minutes.</i>			
Nights and Weekends Beginning at 6pm	\$ 10.00	\$ 7.50	\$ 8.50
<i>*Incremental list Cost of \$5 if Nights starting at 7pm is selected</i>			
Mobile to Office	\$ 8.00	\$ 6.00	\$ 6.80
<i>Provides unlimited voice calls between a Sprint mobile phone and a pre-identified office phone number. The Mobile to Office calls do not pull from the subscriber's bucket of anytime minutes. Voice plans with a List MRC of \$49.99 or greater are eligible</i>			
Add-a-Phone	\$ 25.00	\$ 18.75	\$ 21.25
<i>Customers CANNOT purchase the \$25 Add-a-Phone as a stand-alone plan. A customer must have at least one Sprint Business Essentials core plan. There is a limit of 5 Add-a-Phones per core plan.</i>			

Additional Notes:

Sprint Business Essentials plans are available to new business customers with a 1-year Sprint wireless agreement. International roaming rates will vary and may be billed separately.

Discounted MRCs assumes Corporate Liabe Discount of 25%
 Discounted MRCs assumes Individual Liabe Discount of 15%

**State of West Virginia
Vision Access Packs
Corporate Liab Only**

Access Pack	List MRC	Discounted MRC
Vision Access Pack	\$ 10.00	\$ 7.50
Includes:		
Unlimited Vision Access to use the Web		
100 SMS text messages (\$0.10/msg overage)		
- upgrade to unlimited SMS text messaging for \$7.5 discounted MRC		
Vision Professional Pack	\$ 15.00	\$ 11.25
Includes:		
Unlimited Vision Access to use the Web		
100 SMS text messages (\$.10/msg overage)		
- upgrade to unlimited SMS text messaging for \$7.5 discounted MRC		
Voice Command		
Unlimited Picture Mail		
Vision Business Communication Pack	\$ 20.00	\$ 15.00
Includes:		
Unlimited Vision Access to use the Web		
100 SMS text messages		
BCPE		
Voice Command		
Power Vision Access for Business	\$ 15.00	\$ 11.25
Includes:		
Unlimited EVDO and 1X Web Access		
100 SMS text messages		
- upgrade to unlimited SMS text messaging for \$7.5 discounted MRC		
Power Vision Professional Pack	\$ 20.00	\$ 15.00
Includes:		
Unlimited EVDO and 1X Web Access		
100 SMS text messages		
- upgrade to unlimited SMS text messaging for \$7.5 discounted MRC		
Voice Command		
Unlimited Picture Mail & Video Mail		
Power Vision Business Communication Pack	\$ 25.00	\$ 18.75
Includes:		
Unlimited EVDO and 1X Web Access		
100 SMS text messages		
- upgrade to unlimited SMS text messaging for \$7.5 discounted MRC		
Voice Command		
BCPE		

Note: Choice of Pack Included on all 2,000+ minute plans

Note: Vision Packs 50% off for AAP lines

Discounted MRCs assumes Corporate Liab Discount of 25%

**State of West Virginia
SMS Text Messaging
Corporate and Individual Liabe**

RATE PLAN:

SPRINT RATE PLAN	List MRC	Discounted MRC	
		Corporate Liabe	Individual Liabe
Pay-as-you go / Casual	\$0.10 per message	\$0.10 per message	\$0.10 per message
300 messages	\$ 5.00	\$ 3.75	\$ 4.25
1000 messages	\$ 10.00	\$ 7.50	\$ 8.50
Unlimited Messages	\$ 15.00	\$ 11.25	\$ 12.75

SMS PLAN DETAILS:

Voice Plan required

Vision not needed

SMS Messages pricing is 50% off for AAP lines

100 SMS text messages included in all Business Vision Packs.

Unlimited SMS can be added to the Business Vision Packs for and additional buy-up of \$7.5 Discounted MRC.

Discounted MRCs assumes Corporate Liabe Discount of 25%

Discounted MRCs assumes Individual Liabe Discount of 15%

**State of West Virginia
Connection Card Pricing
Corporate and Individual Liabile Pricing**

RATE PLANS:

SPRINT RATE PLAN	Included Usage	List MRC	Discounted MRC	
			Corporate Liabile	Individual Liabile
Flexible Plan	40 Megabytes	\$ 39.99	\$ 29.99	\$ 33.99

Notes:

Additional Usage is \$.001 per Kilobyte up to Maximum Monthly Usage Charge (MMUC) of \$89.99 -CL / \$93.99 - IL (after Discounts)
The Flexible plan becomes Unlimited Plan once MMUC is reached.

SPRINT RATE PLAN	Included Usage	List MRC	Discounted MRC	
			Corporate Liabile	Individual Liabile
Unlimited	Unlimited	\$ 79.99	\$ 59.99	\$ 67.99

Voice Attachable (for connection cards with voice calling capability):

Cellular Minutes Included	List MRC	Discounted MRC	
		Corporate Liabile	Individual Liabile
100	\$ 12.00	\$ 9.00	\$ 10.20
150	\$ 16.00	\$ 12.00	\$ 13.60
250	\$ 25.00	\$ 18.75	\$ 21.25
500	\$ 40.00	\$ 30.00	\$ 34.00

Note: Overage rate is \$0.2 per minute.

Discounted MRCs assumes Corporate Liabile Discount of 25%
Discounted MRCs assumes Individual Liabile Discount of 15%

**State of West Virginia
Wireless E-Mail Pricing - Blackberry
Corporate and Individual Liable Pricing**

Monthly Recurring Charges:

BlackBerry Price Plans

5MB Email & Web Plan:

SPRINT RATE PLAN	List MRC	Discounted MRC	
		Corporate Liable	Individual Liable
5MB Email & Web Plan	\$ 39.99	\$ 29.99	\$ 33.99

Included with the 5MB Email & Web Plan:

5MB of Data Usage
 Unlimited Internet or BB Browsing
 Unlimited NOL Browsing & Help
 Unlimited Java Application Data Usage

Additional Charges with the 5MB Email & Web Plan:

Description	Overage Rate/Min
Cellular Home Area	\$0.20 / Min
Voice LD	\$0.20 / Min
Overage	\$0.001 / KB

Note: Messaging Services Not Included.

BlackBerry Unlimited Email & Web Plan:

SPRINT RATE PLAN	List MRC	Discounted MRC	
		Corporate Liable	Individual Liable
BlackBerry Unlimited Email & Web Plan	\$ 49.99	\$ 37.49	\$ 42.49

Included with the Unlimited Email & Web Plan:

Unlimited Data Usage
 Unlimited Internet or BB Browsing
 Unlimited NOL Browsing & Help
 Unlimited Java Application Data Usage

Additional Charges with the Unlimited Email & Web Plan:

Description	Overage Rate/Min
Cellular Home Area	\$0.20 / Min
Voice LD	\$0.20 / Min

Note: Messaging Services Not Included.

**State of West Virginia
Wireless E-Mail Pricing - Blackberry
Corporate and Individual Liable Pricing**

Non-Recurring Recurring Charges:

Blackberry Enterprise Server v4.1 Standard package Microsoft Exchange, Lotus Domino, Novell Groupwise	\$3,200
Comes with 20 CALs. Can support up to 2,000 depending on software version and email type	
<i>Optional:</i> Customer can use existing BES if there is space available	
Blackberry Enterprise Server v4.1 Single User	\$2,299
Includes 1 CAL, expandable to full BES with up to 2,000 users	
Blackberry Enterprise Server v4.1 Small Business Edition	\$749
Comes with 5 CALs, expandable to total of 15 users	
BES v4.1 Upgrade	\$699

Client Access License (CAL)

	Per Seat	Total
1 CAL	\$ 74.00	\$ 74.00
5 CAL	\$ 65.80	\$ 329.00
10 CAL	\$ 54.90	\$ 549.00
50 CAL	\$ 51.98	\$ 2,599.00
100 CAL	\$ 47.99	\$ 4,799.00
500 CAL	\$ 45.20	\$ 22,599.00
1000 CAL	\$ 41.50	\$ 41,499.00
Small Bus. Ed. 1 CAL	\$ 139.00	\$ 139.00
Small Bus. Ed. 5 CAL	\$ 127.80	\$ 639.00

Technical Support

Tier 1	\$499 per server, \$19 per handheld
Tier 2	\$625 per server, \$25 per handheld
Tier 3	\$9,999 program fee; \$749 per server, \$29 per handheld
Tier 4	\$49,999 program fee; \$749 per server, \$29 per handheld
Tier 5	\$74,999 program fee; \$749 per server, \$29 per handheld
Care package includes software upgrade program	

Discounted MRCs assumes Corporate Liable Discount of 25%
Discounted MRCs assumes Individual Liable Discount of 15%

State of West Virginia
Wireless E-Mail Pricing - Business Connection
Corporate Liable Only

- * Business Connection is offered 3 ways: Enterprise Edition (EE), Server Edition (SE) and Personal Edition (PE).
- * Business Connection requires a primary voice plan, Vision plan of end-user's choosing and either BCEE, BCSE or BCPE.
- * EE & SE are CL only and require a \$250 one-time set-up; both are sold in seats of 10.
- * PE can be purchased individually and does not require a set-up fee.

Monthly Recurring Charges:

	List MRC	Discounted MRC
Enterprise Edition	\$20 MRC + Vision Plan; seats in multiples of 10 ONLY	\$15 MRC + Vision Plan; seats in multiples of 10 ONLY
10 seats	\$ 200.00	\$ 150.00
20 seats	\$ 400.00	\$ 300.00
30 seats	\$ 600.00	\$ 450.00
40 seats	\$ 800.00	\$ 600.00
50 seats	\$ 1,000.00	\$ 750.00
60 seats	\$ 1,200.00	\$ 900.00
70 seats	\$ 1,400.00	\$ 1,050.00
80 seats	\$ 1,600.00	\$ 1,200.00
90 seats	\$ 1,800.00	\$ 1,350.00
100 seats	\$ 2,000.00	\$ 1,500.00
Server Edition	\$20 MRC + Vision Plan; seats in multiples of 10 ONLY	\$15 MRC + Vision Plan; seats in multiples of 10 ONLY
10 seats	\$ 200.00	\$ 150.00
20 seats	\$ 400.00	\$ 300.00
30 seats	\$ 600.00	\$ 450.00
40 seats	\$ 800.00	\$ 600.00
50 seats	\$ 1,000.00	\$ 750.00
60 seats	\$ 1,200.00	\$ 900.00
70 seats	\$ 1,400.00	\$ 1,050.00
80 seats	\$ 1,600.00	\$ 1,200.00
90 seats	\$ 1,800.00	\$ 1,350.00
100 seats	\$ 2,000.00	\$ 1,500.00
Personal Edition	\$10 MRC + Vision Plan	\$7.50 MRC + Vision Plan

Set Up Fees:

Enterprise Edition	\$	250.00
Server Edition	\$	250.00

Discounted MRCs assumes Corporate Liable Discount of 25%

State of West Virginia
Nextel BlackBerry National Team Share Plans
 Nextel iDEN Network

RATE PLAN:

iDEN RATE PLAN	Cellular Minutes Included	List MRC	Discounted MRC
Nextel BlackBerry National Team Share 400	400	\$ 79.99	\$ 59.99
Nextel BlackBerry National Team Share 600	600	\$ 89.99	\$ 67.49
Nextel BlackBerry National Team Share 900	900	\$ 109.99	\$ 82.49
Nextel BlackBerry National Team Share 1200	1,200	\$ 129.99	\$ 97.49

Features:

iDEN RATE PLAN	Subscriber Agreement	Call Coverage	Local Walkie-Talkie Minutes	Nationwide Walkie-Talkie Access	Talkgroup Included?	Talkgroup Overage	Share Minutes?	Nights And Weekends?	Domestic Long Distance	Voice Mail	Caller ID	Wireless Data Services
Nextel BlackBerry National Team Share 400	One-Year	40¢ per minute	250	10¢ per minute	Yes	15¢ per minute	Both	Unlimited	Included	\$1 per month	\$1 per month	Unlimited Email & Web Access
Nextel BlackBerry National Team Share 600	One-Year	40¢ per minute	250	10¢ per minute	Yes	15¢ per minute	Both	Unlimited	Included	\$1 per month	\$1 per month	Unlimited Email & Web Access
Nextel BlackBerry National Team Share 900	One-Year	40¢ per minute	250	10¢ per minute	Yes	15¢ per minute	Both	Unlimited	Included	\$1 per month	\$1 per month	Unlimited Email & Web Access
Nextel BlackBerry National Team Share 1200	One-Year	40¢ per minute	250	10¢ per minute	Yes	15¢ per minute	Both	Unlimited	Included	\$1 per month	\$1 per month	Unlimited Email & Web Access

Notes:

1. Only available on the BlackBerry 7100i and 7520 powered by Nextel.
2. BlackBerry Data plan required with all active BlackBerry handsets from Nextel.

**State of West Virginia
Nextel Data Plans
Nextel iDEN Network**

Data Plan:

iDen Data Bundles	List MRC	Discounted MRC	Discounted MRC
Nextel Data Ultimate Pack	\$ 20.00	\$ 15.00	Unlimited Web Service, Unlimited Data Access, Unlimited image and audio messages, Mobile Email (WAP), Instant Messaging (WAP), Pay-As-You Go Text Messaging
Nextel Data Plus Pack	\$ 15.00	\$ 11.25	Unlimited Web Service, Unlimited Data Access, 100 image/audio messages (overage \$0.25/msg), Mobile Email (WAP), Instant Messaging (WAP), Pay-As-You Go Text Messaging
Nextel Data Access Pack	\$ 10.00	\$ 7.50	Unlimited Web Service, Unlimited Data Access, Mobile Email (WAP), Instant Messaging (WAP), Pay-As-You Go image/audio and text messaging

**State of West Virginia
Nextel Data Plans
Nextel iDEN Network**

Features:

Individual Services	Monthly Price	Included Services
Unlimited Text Messaging Plan	\$15.00 Overage \$0.25 per image/audio message	Unlimited Text Messaging and Pay-As-You-Go image/audio messages
Text Messaging 1000 Plan	\$10.00 Overage \$0.10 per text message \$0.25 per image/audio message	1000 Text Messages and Pay-As-You-Go image/audio messages.
Text Messaging 300 Plan	\$5.00 Overage \$0.10 per text message \$0.25 per image/audio message	300 Text Messages and Pay-As-You-Go image/audio messages.
Pay-As-You-Go Messaging	\$0.10 per text message \$0.25 per image/audio message	Pay-As-You-Go text messaging and Pay-As-You-Go image/audio messaging.
Mobile Pics	\$ 3.00	View, share and print photos from the web and directly from your Multimedia Messaging - enabled phone. Additional charges apply for uploading pictures from the phone (via Multimedia Messaging)and for printing photos.
Web Plan	\$ 5.00	Access to over 80 top wireless Internet sites like CNN.com, ABCnews.com, ESPN.com, CBS MarketWatch, The Weather Channel and more for news, weather & traffic, sports, finance, travel, entertainment and more.
Mobile Email Enhanced	\$15 Requires purchase of a Data Bundle	Unlimited access to desktop email application. Read, reply to, forward, create or delete email messages. Manage your calendar. Update contacts. Synchronized over the air with your desktop application.
International Data Services	Pay-As-You-Go: \$0.018/kilobyte	Access to messaging, web services, mobile email and BlackBerry when traveling. Must be subscribed to services in order to access them internationally and standard service charges apply

**State of West Virginia
Nextel Data Plans
Nextel iDEN Network**

Features:

Individual Services	Monthly Price	Included Services
Telenav 10	\$10.00 10 Routes 1/2 MB Data included. Overage rate of \$0.01/kb applies.	10 routes of phone-based visual and audible turn-by-turn driving directions. 1/2 MB Data Access. Must have JAVA and GPS enabled phone. Compatible phones include i325, i58sr, i710, i730, i733, i736, i830, i860.
Telenav Unlimited	\$10.00 Unlimited routes, requires the purchase of a Data Access Plan or Data Bundle.	Unlimited routes of phone-based visual and audible turn-by-turn driving directions. Must have JAVA and GPS enabled phone. Compatible phones include i325, i58sr, i710, i730, i733, i736, i830, i860.
Mobile Locator	\$ 15.00	Unlimited real time access to online map. Includes Pay-As-You-Go Messaging. Requires GPS enabled internet ready phone that has been upgraded if purchased prior to Oct 1, 2004 and PC with Internet connectivity.
MyNextel Address Book	\$ 5.00	2000 contact address book, MyNextel Address Book Administrator and Pay-As-You-Go Messaging.
Racing Connection	\$ 5.00	Web Plan that includes access to NASCAR.COM Mobile, NASCAR's Wireless web site, NASCAR.COM Alerts, NASCAR themed ring tones and wallpapers and NASCAR TO GO With PitCommand.

**State of West Virginia
Nextel Data Plans
Nextel iDEN Network**

Data Access Plans

Plans	Discounted MRC	Overage per KB	Included MB
Unlimited Data Access	\$ 7.50	NA	Unlimited
Pay-As-You-Go Data Access	NA	\$ 0.02	0 MB
Nextel WiFi HotSpot Plan	\$ 30.00	NA	Unlimited
Unlimited Wireless PC Access with WiFi Hotspots Plan	\$ 41.25	NA	Unlimited
Unlimited Wireless PC Access Plan	\$ 33.75	NA	Unlimited

**State of West Virginia
Miscellaneous Wireless Services**

Equipment Protection

Network	Plan Name	Comments	MRC
PCS	Sprint PCS Equipment Replacement Program	\$50 Deductible per occurrence	\$4 per line
PCS	Sprint Equipment Service & Repair Program		\$3 per line
PCS	Sprint PCS Total Equipment Protection	Combines Replacement with S&R Program.	\$6 per line
Nextel	Equipment Service & Repair Program Level 1	1 to 50 Active Phones on Single Account	\$3 per line
Nextel	Equipment Service & Repair Program Level 2	51 to 999 Active Phones on Single Account	\$2 per line
Nextel	Equipment Service & Repair Program Level 3	1000 plus Active Phones on Single Account	\$1 per line

Mobile to Office

Network	Plan Name	Comments	MRC
PCS or Nextel	Sprint Mobile to Office	MRC for one pre-identified office phone number. The MRC will increase for a range of pre-identified numbers. Service only available with voice plans priced at \$49.99 or higher.	\$8 per line

NextMail

Network	Plan Name	Comments	MRC
Nextel	NextMail	Send a voice message to any email address even if the recipient is not a Nextel user. Local Walkie-Talkie usage applies while audio is being recorded.	\$ 7.50

GPS

Vendor	Application	Description	CDMA	iDEN
Sprint	Sprint Precision Locator	Track and communicate with mobile workers. GPS, SMS and Presence No client (handset) application	\$10 NRC \$20 MRC	N/A
Sprint	Mobile Locator	Locate and message mobile workers.	N/A	\$20 MRC
Telenavigation	Telenav	Audible turn-by-turn driving directions	\$10 MRC	\$10 MRC
ActSoft	Comet Tracker	Mobile management, tracks time, tasks, jobs and locations of remote workers. Uses Microsoft MapPoint	\$20 NRC \$20 MRC	\$20 NRC \$17 MRC
LADS/Agilis System	Smart Locate/GPSTrac	Geolocation and Route optimization. GPS, SMS and Presence features.	\$25 NRC \$20 MRC	NRC \$20 MRC
Corrigo	CorrigoConnect	Control customer service delivery. Variety of client applications. Blackberry only on CDMA.C11	\$14 MRC	\$14 MRC
Xora	TimeTrack	Track mobile fleet operations. Both client and clientless versions.	\$25 NRC \$22 MRC	\$25 NRC \$20 MRC
Gearworks	eTrace	Track mobile fleet operations. No client application.	\$25 NRC \$25 MRC	\$25 NRC \$15 MRC

Notes:

- Prices do not include any applicable discounts.

ATTACHMENT A

Attachment A-3

Scenario # 1: 10% of State's estimated 2900 users)

Plan Features (included in 2.4)	Required Minimum	Unit Cost (if no cost enter 0)	Vendor(s) 1year Plan Response	Vendor(s) 2 year Plan Response
1. Included minutes	75	N/A	400	400
2. Monthly Plan Cost	N/A	N/A	\$ 29.99	\$ 29.99
3. Cost per additional minute (over included minutes)	30	\$ 0.40	\$ 12.00	\$ 12.00
4. Cost per Long-distance minute (calling outside home area)	30	\$ 0.00	\$ 0.00	\$ 0.00
5. Cost per Roaming minutes (placing calls while outside "home area")	30	\$ 0.00 (CDMA Only)	\$ 0.00 (CDMA Only)	\$ 0.00 (CDMA Only)
Sub-total: (add 2+3+4+5)	N/A	N/A	\$ 41.99	\$ 41.99
Scenario #1 Total: (sub-total x 290)	N/A	N/A	\$ 12,177.83	\$ 12,177.83

Scenario # 2: (50% of State's estimated 2900 users)

Plan Features (included in 2.4)	Required Minimum	Unit Cost (if no cost enter 0)	Vendor(s) 1year Plan Response	Vendor(s) 2 year Plan Response
1. Included minutes	250	N/A	400	400
2. Monthly Plan Cost	N/A	N/A	\$ 29.99	\$ 29.99
3. Cost per additional minute (over included minutes)	30	\$ 0.40	\$ 12.00	\$ 12.00
4. Cost per Long-distance minute (calling outside home area)	30	\$ 0.00	\$ 0.00	\$ 0.00
5. Cost per Roaming minutes (placing calls while outside "home area")	30	\$ 0.00 (CDMA Only)	\$ 0.00 (CDMA Only)	\$ 0.00 (CDMA Only)
Sub-total: (add 2+3+4+5)	N/A	N/A	\$ 41.99	\$ 41.99
Scenario #2 Total: (sub-total x 1450)	N/A	N/A	\$ 60,889.13	\$ 60,889.13

Scenario # 3: (30% of State's estimated 2900 users)

Plan Features (included in 2.4)	Required Minimum	Unit Cost (if no cost enter 0)	Vendor(s) 1year Plan Response	Vendor(s) 2 year Plan Response
1. Included minutes	500	N/A	1000	1000
2. Monthly Plan Cost.	N/A	N/A	\$ 44.99	\$ 44.99
3. Cost per additional minute (over included minutes)	30	\$ 0.40	\$ 12.00	\$ 12.00
4. Cost per Long-distance minute (calling outside home area)	30	\$ 0.00	\$ 0.00	\$ 0.00
5. Cost per Roaming minutes (placing calls while outside "home area")	30	\$ 0.00 (CDMA Only)	\$ 0.00 (CDMA Only)	\$ 0.00 (CDMA Only)
Sub-total: (add 2+3+4+5)	N/A	N/A	\$ 56.99	\$ 56.99
Scenario #3 Total: (sub-total x 870)	N/A	N/A	\$ 49,583.48	\$ 49,583.48

Scenario # 4: (10% of State's estimated 2900 users)

Note: Plan includes no long distance and no roaming charges within the continental United States.

Plan Features (included in 3.2.5)	Required Minimum	Unit Cost (if applicable)	Vendor(s) 1year Plan Response	Vendor(s) 2 year Plan Response
1. Included minutes	Unlimited	N/A	4000	4000
2. Monthly Plan Cost	N/A	N/A	\$ 149.99	\$ 149.99
Scenario #4 Total: (monthly cost x 290)	N/A	N/A	\$ 43,497.83	\$ 43,497.83

TOTALS

Cost Totals:
One Year Plan

Scenario #1 \$ 12,177.83

Scenario #2 \$ 60,889.13

Scenario #3 \$ 49,583.48

Scenario #4 \$ 43,497.83

GRAND TOTAL: \$ 166,148.25

Cost Totals:
Two Year Plan

Scenario #1 \$ 12,177.83

Scenario #2 \$ 60,889.13

Scenario #3 \$ 49,583.48

Scenario #4 \$ 43,497.83

GRAND TOTAL: \$ 166,148.25

ATTACHMENT B

VOICE COST SHEET

POOLED CALLING PLAN - 1 year pricing

Attachment B-2

Note: Plan includes no long distance and no roaming charges within the continental United States.

Column A Plan Features (included in 2.3)	Column B Required Minimum	Column C Vendor(s) 1 year Plan Response (Monthly base cost for 2 lines)	Column D Cost per additional minute (over included minutes)	Column E Monthly Per line charge (if applicable, if not applicable enter 0)	Column F Maximum # of lines (Column A) - 2 lines (included in Column C) x Monthly per line charge (Column E) if not applicable enter 0	Column G Total Monthly Cost - 1 year plan (Column C + Column F)	Column I Total 1 Year Cost - (Column G x 12 months)	Column J Rollover Minutes? (Yes or No)
Up to 10 lines	100 minutes*	\$ 59.99	0.40	\$ 18.75	\$ 150.00	\$ 209.99	\$ 2,519.82	No
Up to 10 lines	750 minutes*	\$ 59.99	0.40	\$ 18.75	\$ 150.00	\$ 209.99	\$ 2,519.82	No
Up to 15 lines	3750 minutes**	\$ 179.98	0.40	\$ 18.75	\$ 225.00	\$ 404.98	\$ 4,859.73	No
Up to 20 lines	10,000 minutes***	\$ 449.97	0.40	\$ 18.75	\$ 300.00	\$ 749.97	\$ 8,999.64	No
Up to 50 lines	30,000 minutes****	\$ 1,124.93	0.40	\$ 18.75	\$ 750.00	\$ 1,874.93	\$ 22,499.10	No
GRAND TOTAL	N/A	N/A	N/A	N/A	N/A	N/A	\$ 41,398.11	N/A

*100 Minute and 750 Minute Required Minimums reflect 2 Users on the 400 Anytime Minute Plan and the remaining 8 Users on the Add-A-Phone Plan.

**3750 Minute Required Minimum reflects 3 Users on the 1400 Anytime Minute Plan and the remaining 12 Users on the Add-A-Phone Plan.

***10,000 Minute Required Minimum reflects 4 Users on the 3000 Anytime Minute Plan and the remaining 16 Users on the Add-A-Phone Plan.

****30,000 Minute Required Minimum reflects 10 Users on the 3000 Anytime Minute Plan and the remaining 40 Users on the Add-A-Phone Plan.

ATTACHMENT B

VOICE COST SHEET

POOLED CALLING PLAN - 2 year pricing

Note: Plan includes no long distance and no roaming charges within the continental United States.

Column A Plan Features (Included in 2.3)	Column B Required Minimum	Column C Vendor(s) 1 year Plan Response (Monthly base cost for 2 lines)	Column D Cost per additional minute (over included minutes)	Column E Monthly Per line charge (if applicable, if not applicable enter 0)	Column F Maximum # of lines (Column A) - 2 lines (included in Column C) x Monthly per line charge (Column E) if not applicable enter 0	Column G Total Monthly Cost - 1 year plan (Column C + Column F)	Column I Total 1 Year Cost - (Column G x 12 months)	Column J Rollover Minutes? (Yes or No)
Up to 10 lines	100 minutes*	\$ 59.99	0.40	\$ 18.75	\$ 150.00	\$ 209.99	\$ 2,519.82	No
Up to 10 lines	750 minutes*	\$ 59.99	0.40	\$ 18.75	\$ 150.00	\$ 209.99	\$ 2,519.82	No
Up to 15 lines	3750 minutes**	\$ 179.98	0.40	\$ 18.75	\$ 225.00	\$ 404.98	\$ 4,859.73	No
Up to 20 lines	10,000 minutes***	Requires 3 Base Users \$ 449.97	0.40	\$ 18.75	\$ 300.00	\$ 749.97	\$ 8,999.64	No
Up to 50 lines	30,000 minutes****	Requires 4 Base Users \$ 1,124.93	0.40	\$ 18.75	\$ 750.00	\$ 1,874.93	\$ 22,499.10	No
GRAND TOTAL	N/A	N/A	N/A	N/A	N/A	N/A	\$ 41,398.11	N/A

*100 Minute and 750 Minute Required Minimums reflect 2 Users on the 400 Anytime Minute Plan and the remaining 8 Users on the Add-A-Phone Plan.

**3750 Minute Required Minimum reflects 3 Users on the 1400 Anytime Minute Plan and the remaining 12 Users on the Add-A-Phone Plan.

***10,000 Minute Required Minimum reflects 4 Users on the 3000 Anytime Minute Plan and the remaining 16 Users on the Add-A-Phone Plan.

****30,000 Minute Required Minimum reflects 10 Users on the 3000 Anytime Minute Plan and the remaining 40 Users on the Add-A-Phone Plan.

**Attachment C
 FLAT RATE/"PAY AS YOU GO"
 CALLING PLAN**

Attachment C-2

Note: Plan includes no long distance and no roaming charges within the continental United States.

Plan Features (included in 3.2.5)	Required Minimum (if applicable)	Vendor(s) 1 year Plan Response	Vendor(s) 2 year Plan Response
1. Monthly Service Fee per line (if applicable)	N/A	N/A	N/A
2. Cost per minute	N/A	N/A	N/A
3. 100 minutes of usage (estimate and not a required minimum) (multiply 2 x 100)	N/A	N/A	N/A
Total: (add 1 +3)	N/A	N/A	N/A

ATTACHMENT D

Attachment D-1

**DATA COST SHEET
(for PDA data usage)**

**VENDOR SHOULD IDENTIFY DEVICE TYPE BEING QUOTED
(such as Blackberry, Treo or Windows Mobile)**

Scenario #1: (10% of State's estimated 300 users) Device: BLACKBERRY or GOODLINK FOR TREO

	Required Minimum	Vendor(s) 1 year Plan Response	Vendor(s) 2 year Plan Response
Included in Plan	Unlimited	Unlimited	Unlimited
1. Monthly Charge	N/A	\$ 37.49	\$ 37.49
Total: (Monthly Charge x 12)	N/A	\$ 449.91	\$ 449.91

Cost Totals:
One Year Plan

Scenario #1 \$ **449.91** **Scenario #1** \$ **449.91**

Vendor Notes:

- Above Blackberry & Goodlink pricing does NOT include voice usage plan.
- Voice plan can be added for additional MIRC.
- If no voice plan is selected, \$0.20/min + \$0.20/min long distance, Sprint domestic off-network roaming calls are \$0.50 with an extra \$0.25/min long distance charge where applicable.

NOTE:

Vendor(s) shall attach **State Price Lists (NOT VENDOR LIST PRICING)** for all available calling plans, optional devices and accessories requested in this RFP. (Belt clips, hands-free kits, 3-watt boosters, carrying cases, spare batteries, AC/DC chargers, etc.) See Section 3.10.2.

Additional Fees:

- *Federal USF is 2.12%
- *Federal WLNIP is \$.15 per line
- *Federal E911 is \$.40 per line
- *WV State 911 is \$3.00 per line (if charged by State to State owned Phones)
- *The additional fees are subject to change. Sprint will pass through any gov. mandated increases or decreases.

See Attached

Equipment Refresh: Sprint will offer a new "free phone" for subscribers that have had their devices 24 months, or a \$150 credit toward the purchase of a higher end device.