



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
HHR70051

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
ROBERTA WAGNER
304-558-0067

VENDOR
 *709065830 01 304-949-3866
 NEOPOST
 424 EAST 4TH ST
 BELLE WV 25015

SHIP TO
 HEALTH AND HUMAN RESOURCES
 BUILDING MANAGEMENT
 ROOM B29
 350 CAPITOL STREET
 CHARLESTON, WV
 25301-3700 304-558-0234

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
06/26/2006				

BID OPENING DATE: **07/28/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001		EA		600-71		
REQUEST FOR QUOTATION CONTRACT THE WEST VIRGINIA DIVISION OF PURCHASING IS SOLICITING BIDS FOR DHHR, OFFICE OF CENTRAL FACILITY MANAGEMENT TO UPGRADE OR REPLACE THE CURRENT MAILING SYSTEM. PLEASE NOTE THE FOLLOWING ATTACHMENTS: 1) HHR70051 RFQ SPECIFICATIONS 2) AFFIDAVIT						
MAILING MACHINES 60 MONTH LEASE/RENTAL RATE OF PAY: \$ PER MONTH X 60 MONTHS = \$124,594.80 EQUIPMENT BID MUST MEET POSTAL REGULATIONS WHICH ARE PENDING FOR METER UPGRADES, PER THE ATTACHED. EXHIBIT 3 LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>David D. McCoy</i>	TELEPHONE 304-949-3866	DATE August 1, 2006
TITLE Sales Representative	FEIN 942984524	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**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
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<p>..... 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 FOUR (4) 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 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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Larry D. McCoy</i>	TELEPHONE 304-949-3866	DATE August 1, 2006
TITLE Sales Representative	FEIN 942984524	ADDRESS CHANGES TO BE NOTED ABOVE

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<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>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A INQUIRIES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON JULY 11, 2006. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:</p> <p>ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25311 FAX: 304-558-4115 EMAIL: RWAGNER@WVADMIN.GOV</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT</p>						

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<p>LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <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><input checked="" type="checkbox"/> 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><input type="checkbox"/> BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY I 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><input type="checkbox"/> BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH</p>						

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<p>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 REASON CHECKED:</p> <p>(X) 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>() 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</p>						

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<p>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 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 PURCHASIN DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <i>Neopost Inc c/o Campbell Business Machine</i></p> <p>DATE: <i>August 1, 2006</i></p> <p>SIGNED: <i>Larry D. McCoy</i></p> <p>TITLE: <i>Sales Representative</i></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".</p>						

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	(REV. 12/00)					
	NOTICE					
	AN ORIGINAL, SIGNED BID MUST BE SUBMITTED TO:					
	DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130					
	THE BID MUST CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:					
	SEALED BID					
	BUYER:-----ROBERTA WAGNER/FILE 22-----					
	RFQ. NO.:-----HHR70051-----					
	BID OPENING DATE:-----JULY 28, 2006-----					
	BID OPENING TIME:-----1:30 PM-----					
	PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:					
	304-949-2847 and 345-5588					
	CONTACT PERSON (PLEASE PRINT CLEARLY):					
	Larry McCoy					

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HHR70051 SPECIFICATIONS

General:

The West Virginia Department of Health and Human Resources operates a centralized mail/ shipping and receiving center through its Division of Central Facility Management located at 350 Capitol Street, Charleston, West Virginia. This location is commonly referred to as the Diamond Building and is the central office building for the Department. The Mail Center receives and ships over 3 million pieces of mail and approximately 35 thousand parcels of freight or carrier deliveries each year. It is staffed with a supervisor, lead worker and four mail operators who report to the Facility Manager.

Purpose:

To upgrade and replace the current system which is at the end of a lease term and to meet postal regulations which are pending for meter upgrades. System shall be a high volume mail solution with complete technological, hardware, software and system integration for incoming and outgoing mail and freight parcels. System must also offer an accounting component which can track all mail center data. All equipment, hardware and software must be provided under a 60 month lease agreement which will be paid quarterly in the arrears.

2- Mailing Processors, High Volume, Fully Automatic

- Must be Digital or IBI Operational to conform with USPS Postal Bulletin #22131 and other regulations.
- Must have Fully-Automatic Feed for processing mixed size, sealed, or unsealed pieces without sorting.
- Must perform at a minimum feed speed of 250 pieces/minute.
- Must include a bar code scanner for processing bar coded mail such as certified, signature, and delivery confirmations.
 - Delivery and signature confirmation of priority mail must be processed with the system.
 - Electronic certified mail must be processed within the system, including electronic receipts.
 - Electronic certified mail must have the ability to include department identification codes for tracking and charge back of postage and fees.
- Must meter, date, and seal envelopes up to 16 oz. within the system without hand sorting.
- Must handle standard mail and large envelopes from 3"x 5" to 13" x 13" without sorting.
- Must interface with integrated minimum 30 lbs. postage scales.
- Must include tape dispenser to affix postage for oversize packages without manual intervention.
- Must imprint postage from \$0.01 to \$99.99.
- Must include locking key or security feature.
- Must have replaceable ink cartridge.
- Must include water reservoir with water level indicator.
- Must have sealed and non-sealed modes.
- Must have roll tape with option of using either self-adhesive or pressure sensitive tape.
- Must have high capacity powered stacker tray for processing large volumes.

HHR70051 SPECIFICATIONS

2 - Integrated Postal Scales

- Must be capable of interfacing with Postage Meter. (Identify Meter(s))
- Must include variety of rates including: Standard, First Class, Priority Mail, Certified Mail, Return Receipt Registered, C.O.D., Insured, Registered, Bulk Rates, etc.
- Must include keyboard graphics, operator prompts and menu selections.
- Must be able to use Special Carrier Rates. As a minimum for award evaluation USPS and UPS Rates are required. (Identify Carriers included.)
- Must be capable of weighing to a 32nd of an oz., displaying in increments of 0.5 oz.
- Must electronically set postage meter by the touch of one button.
- Must include postal rate changes at no additional cost throughout the lease or maintenance contract.

2 - Postage Meters, Rental

- Digital postage meter must have display that provides date, piece-count, postage used, and postage unused.
- Must be refillable by phone from funds that are placed in a master account.
- Must imprint postage from \$0.01 to \$99.99 .
- Must have ability to remove meter for refills in case of malfunctioning of phone lines or meter.
- Must have ability to receive postage funds via a prepaid account.
- Funds must be able to provide emergency advances without fees or charges.
- Unused balances in funds must bear interest or credits back to the department's account.

1 - Inbound Delivery and Outbound Shipping System

- Must be an integrated system which includes:
 - Computer with flat screen monitor
 - XP Windows capable software
 - Label and Report Printer
 - Minimum of three (3) handheld scanning and signature PADS
 - Docking stations (drop-in type) for a minimum of 3 handheld PADS, capable of charging and, up and down loading of data
 - Shipping scale capable weighing a minimum of 100 lbs.
- Inbound Delivery System Features must include:
 - Ability to scan and process affixed bar coding from all major delivery and shipping services such as UPS, FedEx, DHL, USPS, and other known carriers or bar coding created by the owner.
 - Handheld PADS must have the ability to scan and process bar codes including collecting and storing signatures of recipients.
 - Handheld PADS must have ability to up and down load data when place in docking device.
 - System must have the ability to create delivery routes based on facility or route requirements, such as priority levels, alphabetical employee list or customized plans.
 - System must have the capacity to store and maintain all departmental employee names and addresses.

HHR70051 SPECIFICATIONS

- System must have the capacity to store all delivery and shipping data including but not limited to electronic signatures, tracking codes/numbers, dates and other details System must have the ability to send e-mail notifications to recipients upon arrival and scanning of a parcel into the system
- System must have the ability to process a package alert notification for an expected package
- System must have the ability to capture a minimum of four (4) bar code images of received parcels
- Outbound Shipping System Features must include:
 - Ability to prepare and ship packages for all carriers such as UPS, FedEx, DHL, USPS, and other known carriers
 - Ability to compare rates based on both cost and expected delivery time
 - Ability to download and updates rates and other data electronically
 - Ability to download and process negotiated carrier rates electronically
 - Ability to send e-mail notification of shipping and tracking information
 - Ability to use a system feature for standard carrier performance analysis report and identify on- time and or late deliveries
 - Ability to correct addresses at time of package processing
 - Ability to exchange data with integrated accounting system also requested in this RFQ

1 – Integrated Accounting System:

- Must have software compatible with Windows XP operating system
- Must provide reports and data in a format similar to current Pitney Bowes Accutrac system
- Must interface and communicate with all aspects and hardware of the mail processing and shipping and delivery systems
- Must have the ability to download and transfer data from current Pitney Bower Accutrac system without re-keying
- Accounting system must allow for charge back and cost accounting multiple levels and sub-levels already established within current departmental structure
- Accounting system shall provide separate laser printer for report printing

Agreement Requirements

- 60 month lease covering must include:
 - Shipping and installation of all hardware and software
 - Fixed pricing for the full term of the lease
 - Provide any and all system software upgrades during the term lease
 - Maintenance cost and technical support including toll-free service for support, system analyze to resolve issues to minimize down times
 - Maintenance agreement shall provide for routine and periodic service and shall have a response time of four hours or less for all necessary on-site calls
 - Minimum of 8 hours initial on site training for all mail center staff to be arranged in 2 hour increments to be determined by mail center supervisor
 - Minimum of 8 hours of annual training for new or temporary staff on an as needed basis
 - Vendor must be the single point of contract for all aspects of this agreement, including but not limited to, support, lease terms and conditions, billing and invoicing, training, etc.
 - Vendor must be able to provide free of cost loaner equipment of equal size and speed when equipment provided under this agreement cannot be repaired or replaced within 48 hours

A F F I D A V I T

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 exceeds 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:

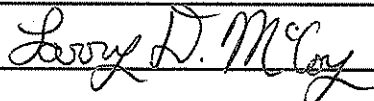
The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

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: Neopost % Campbell Business Machines Inc.

Authorized Signature:  Date: August 1, 2006

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 Neopost
% Campbell Business Machines Inc.
Company Name: _____

Signed: Levy D. McCoy

Title: Sales Representative

Date: August 1, 2006

Ms. Roberta Wagner
WV Department of Health & Human Resources
August 3, 2006
Page No. 2

GSA Discount
Contract No. GS-25F-0110M

LEASE SUMMARY INFORMATION

Term Of Lease	60 months		
Billing Terms	20 quarterly Payments		
		Per Quarter	Per Month
Lease Amount -----		\$ 6,229.76	\$ 2,076.58
*Sales Tax-----		\$ <u>EXEMPT</u>	<u>\$EXEMPT</u>
Total Lease Amount -----		\$ 6,229.76	\$ 2,076.58

Note: The Lease includes the Following: (1) Equipment Cost, (2) (Postage on Call) POC Meter Rental with unlimited resets, (3) RCP (Rate Change Protection) on the dynamic and static scales for the term of the lease (4) A fixed maintenance cost for the term of the lease.

***If Tax Exempt, a signed State Tax Usage Exempt form must be acquired for our records.**

PURCHASE SUMMARY INFORMATION

EQUIPMENT

IJ-110 Mixed Mail Feeder w/ IJWP30H
Low Profile Mailing Power Stacker
Dynamic Scale Package
Barcode Wedge Scanner to Process eCconfirmation Edition Labels
TRTD with Roll Tape (IJ65/75/85)
NeoTrak Handheld Device w/ Client S/W
Small Thermal Label Printer
Airborne QuickLink / DHL Rating Server Package
Neopost Business Mailer Software
FShipPS630 w/ Small Label Printer
FriendShip ELITE600 =MMII w/ 70lb Scale pkg
NeoTrak Network Server S/W - Access Compat.
Cradle 4-Slot for NeoTrak Workstation

MODEL

MM110-IJWP30H
MST1-ADDON
IJDS
IJSCAN
TRTD-ADDON
NT1800S-CLT
7219P
QLINK / DHL-RS-PKG1
NBMS
FSHIP-FEDEXMC\$
FSHIP-ELITE6MM2
NTNSS-ACC
NT1800C-4

METER MODEL

IJ110BAI


METER DESCRIPTION

Postage on Call Postage Meter

SUPPLIES THAT ARE IN ADDITION TO LEASE

INKJET INK CARTRIDGE 134,000 Impression Or 12 Months Liner-less, print and stick.	\$ 325.00 each
Packaged 5 rolls per box, 600 labels per roll.	\$ 97.50 Box
STRIP LABELS Packaged 300 labels per box.	\$ 17.50 each

Thank you very much for your interest in the Neopost Digital Mailing Equipment and if you have any questions or if I can be of assistance in any way, please give me a call.

Sincerely,

Larry D. McCoy
Sales Representative



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
 HHR70051

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 ROBERTA WAGNER
 304-558-0067

VENDOR

*709065830 01 304-949-3866
 NEOPOST
 424 EAST 4TH ST
 BELLE WV 25015

SHIP TO

HEALTH AND HUMAN RESOURCES
 BUILDING MANAGEMENT
 ROOM B29
 350 CAPITOL STREET
 CHARLESTON, WV
 25301-3700 304-558-0234

DATE PRINTED 07/19/2006	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 08/03/2006		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>*****ADDENDUM NO. 1*****</p> <p>1. PLEASE NOTE THAT THE BID OPENING DATE HAS BEEN MOVED TO 8/3/2006.</p> <p>2. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.</p> <p>3. QUESTIONS & ANSWERS FOR HHR70051.</p> <p>PLEASE NOTE THE FOLLOWING ATTACHMENTS: 1) QUESTIONS & ANSWERS FOR HHR70051 (3 PAGES) 2) ADDENDUM ACKNOWLEDGEMENT (1 PAGE)</p> <p>*****END OF ADDENDUM NO. 1*****</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Larry D. McCoy* TELEPHONE: 304-949-3866 DATE: August 1, 2006
 TITLE: Sales Representative FEIN: 942984524 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELLED 'VENDOR'

**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

HHR70051 - Addendum #1
Questions & Answers

- 1.) Q. Is the Mailing System referenced in the document a "stand alone" Postage Meter machine, such as a Paragon Unit? Or, is the State of WV looking to implement an "Inserting System"?

A. Please see the specifications. This request does not require any inserting equipment.

- 2.) Q. Samples of all required reports, which include a clear breakdown of all information and data.

A. Attached is a sample of a typical invoice and a back-up summary report that is most frequently generated by the system. However, the system must be able to take various fields of data used in the system and be able to generate any number of customized reports to view information as requested.

- 3.) Q. A Sample of metering requirements and output conveying options.

A. The meter requirements are those as required by the current US Postal Services under current regulations. All equipment must conform to USPS Postal Bulletin #22131 and other postal regulations. The term "output conveying options" is not a term that we are familiar with. However, the specifications do have a specific number of pieces of mail per minute the mail processing machines must be able to process. This information is found on page 2 of 7 in the RFQ.

INVOICE JUNE 1 - 30, 2006

INVOICE

Carrier ID	Class of Service	Pieces	Actual Postage	Charged Postage	Average Cost/Pc	Total Time
Account: 3022-370 - [REDACTED]						
1	1 PkgSPP	4	\$29.940	\$29.940	\$7.485	02:01:33
1	6 1CSPiece	718	\$629.290	\$629.290	\$0.876	02:39:15
	10 RetRec	87	\$160.950	\$160.950	\$1.850	
	3 Certfd	87	\$208.800	\$208.800	\$2.400	
	6 Oversize	631	\$0.650	\$0.650	\$0.001	
1	40 1CA35Let	73	\$26.987	\$26.987	\$0.370	01:05:25
2	1 CommGnd	1	\$4.570	\$4.570	\$4.570	00:00:01
Account Total:		796	\$1,061.187	\$1,061.187	\$1.333	05:46:14

Amount Due: \$1,061.187

Acct. Class Charge profile

Carrier ID	Class of Service	06/01/2006			06/30/2006			01/01/2006			06/30/2006		
		Pieces	Special fees	Total Charge	Average Charge per Piece	Pieces	Special fees	Total Charge	Average Charge per Piece	Pieces	Special fees	Total Charge	Average Charge per Piece
1	1 PkgSPP	4	0.000	29,940	7.485	84	0.000	390.290	4.646				
1	6 LCSPiece	718	370.400	999,690	1.392	2,285	3,326.100	5,224.420	2.286				
1	7 Express	0	0.000	0.000	0.000	2	0.000	33.200	16.600				
1	8 MediMSP	0	0.000	0.000	0.000	7	0.000	17.850	2.550				
1	40 1CA35Let	73	0.000	26,987	0.370	409	0.000	142.088	0.347				
2	1 CommGnd	1	0.000	4,570	4.570	1	0.000	4,570	4.570				
Account Total:		796	\$370.400	\$1,061,187	1.333	2,788	\$3,326.100	\$5,812,418	2.085				

P4

Vendor:

Spending Unit:

Requisition No.: HHR70051

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 ADM

No. 2 _____

No. 3 _____

No. 4 _____

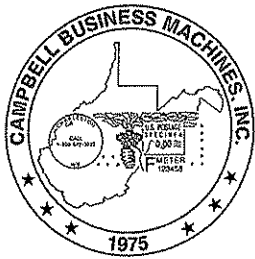
No. 5 _____

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

Larry D McCoy
Signature

Campbell Business Machines
Company

August 1, 2006
Date



CAMPBELL BUSINESS MACHINES, INC

424 EAST 4TH STREET
BELLE, WEST VIRGINIA 25015
OFFICE 304 949-3866
FAX 304 949-2847

MAILING AND SHIPPING EQUIPMENT AND SUPPLIES

August 3, 2006

Ms. Roberta Wagner
WV Department of Health & Human Resources
Room B29
350 Capitol Street
Charleston, WV 25301-3700

Dear Ms. Wagner

Exception to RFQ HHR70051 Specifications

on page 10. under subtitle:

Outbound Shipping System Features must include:

6th bullet down

(Ability to use a system feature for standard carrier performance analysis report and identify on-time and or late deliveries.)

The carriers carry this service free on their websites. They are still working on and changing formats, locations, filenames, several times throughout the process but not only how they are displaying this to their customers but style and language. This is more than a simple update should address so a decision was made and early next year that will all fall to a single standard and at that time Neopost will include this service in their software. But right now it is still a free service on the carriers web sites.

Second Exception

Integrated Accounting System:

Unfamiliar with export capability of Accutrac System to ensure request to be responded correctly.

Thank you,
Larry McCoy

Sales Representative
Campbell Business Machines Inc.