

January 17, 2007

Ms. Krista Ferrell, Senior Buyer
State Purchasing Division
State of West Virginia
Department of Administration
2019 Washington Street, East
Charleston, WV 25305

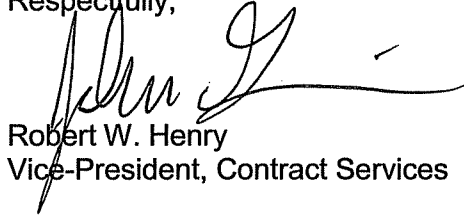
Dear Ms. Ferrell,

Thank you for the opportunity to provide information on a WV State standard for voice and web conferencing and instant messaging. Alcatel-Lucent is pleased to submit this response to RFQ# ISCG0065 under terms and conditions of the enclosed supply agreement, which we agree to negotiate upon bid award, including mutually agreeable payment terms.

We look forward to working with your team locally to design the most effective solution for your environment. At your invitation, we will be pleased to schedule an evaluation of the products described in our response, in order for you to assess their effectiveness in meeting the needs of the State.

In the meantime, should you have any questions or require additional information, please contact Ric Thompson, our Account Director for West Virginia, at (304) 312-6778 or ric.thompson@alcatel-lucent.com.

Respectfully,



Robert W. Henry
Vice-President, Contract Services

cc: The Honorable Glen B. Gainer III, State Auditor



JOE MANCHIN III
GOVERNOR

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON STREET, EAST
P.O. BOX 50130
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.
CABINET SECRETARY

DAVID TINCHER
DIRECTOR

MEMORANDUM

TO: Vendors

FROM: Krista Ferrell, Senior Buyer *KF*
Purchasing Division

RE: ISCG0065

DATE: February 8, 2007

The "Request for Information" To set a State Standard for Voice Conferencing, WEB Conferencing and Instant Messaging will not be scanned on the Internet due to the volume. Vendors may view the "Request for Information" at the office of the WV State Purchasing Division, 2019 Washington Street, East, Charleston, WV 25311. You may call me for an appointment at (304) 558-2596, fax: (304)558-4115 or e-mail kferrell@wvadmin.gov.

KF/SJ

cc: File