

Request for Quotation TSCG0098

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ISCG0098

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ADDRESS:CORRESPONDENCE TO ATTENTION OF

KRISTA FERRELL 304-558-2596

RFQ COPY TYPE NAME/ADDRESS HERE *323141320 304-757-6542 ADVANCED TECHNICAL SOLUTIONS PO BOX 149 SCOTT DEPOT WV 25560-0149

DEPARTMENT OF ADMINISTRATION IS&C - CHIEF FINANCIAL OFFICER 1 DAVIS SQUARE

CHARLESTON, WV 25301

| 02/27/ | ***** | TERMS OF SA | LE: | SHIP VIA | | F,O,B | FREIGHTTERMS |
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| SIGNATURE OLL | le W. De | rel | | TELEPH | ONE 3 | 304-757-6542 | O3/02/2007 |
| TITLE Account Manager | for Government & Edu | reation FEIN | | 55-0772695 | | ADDRESS CHAN | IGES TO BE NOTED ABOVE |

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.
- 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 Viginia 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



Request for Quotation ISCG0098

ISCG0098

KRISTA FERRELL

304-558-2596

RFQ COPY TYPE NAME/ADDRESS HERE

*323141320 304-757-6542 ADVANCED TECHNICAL SOLUTIONS **PO BOX 149** SCOTT DEPOT WV 25560-0149

DEPARTMENT OF ADMINISTRATION IS&C - CHIEF FINANCIAL OFFICER 1 DAVIS SQUARE

CHARLESTON, WV

25301

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| TITLE Account Manager for G | iovernment | & Education | EIN | | 55-077269 | - | | | | | TO BE NOTED ABOVE |



Request for

ISCG0098

KRISTA FERRELL

304-558-2596

RFQ COPY TYPE NAME/ADDRESS HERE *323141320 304-757-6542 ADVANCED TECHNICAL SOLUTIONS **PO BOX 149** SCOTT DEPOT WV 25560-0149

DEPARTMENT OF ADMINISTRATION IS&C - CHIEF FINANCIAL OFFICER 1 DAVIS SQUARE

CHARLESTON, WV

25301

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RFQ COPY

*323141320

PO BOX 149

TYPE NAME/ADDRESS HERE

SCOTT DEPOT WV 25560-0149

ADVANCED TECHNICAL SOLUTIONS

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

304-757-6542

Request for Request for Quotation

ISCG0098

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**ADDRESS:CORRESPONDENCE:TO:ATTENTION:OF

KRISTA FERRELL 304-558-2596

DEPARTMENT OF ADMINISTRATION IS&C - CHIEF FINANCIAL OFFICER 1 DAVIS SQUARE

CHARLESTON, WV 25301

304-558-5472

SHIP VIA FOB. FREIGHTTERMS TERMS OF SALE DATE PRINTED 02/27/2007 BID OPENING DATE: 01:30PM BID OPENING TIME 03/21/2007 CAT. NO UNITPRICE AMOUNT UOP ITEM NUMBER LINE QUANTITY |PARTNERSHIP, | ASSO|CIATI|ON OR CORPORATIO|N 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 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 HEAQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED: 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; OR 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. SEE REVERSE SIDE FOR TERMS AND CONDITIONS SIGNATURE 03/02/2007 304-757-6542 ADDRESS CHANGES TO BE NOTED ABOVE Account Manager for Government & Education 55-0772695



Request for Quotation

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RFQ NUMBER

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CHARLESTON, WV

25301

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Request for Quotation TSCG009

ISCG0098

ADDRESS:CORRESPONDENCE:TO:ATTENTION:OF

KRISTA FERRELL 304-558-2596

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CHARLESTON, WV

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CHARLESTON, WV 25301

| 02/27/ | ****** | TER | MS OF SAL | E | SHIPA | /IA | F.O.B. | | FREIGHTTERMS |
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| TITLE Account Manager | for Government & E | ducation FEI | ٧ | 5 | 5-0772695 | | | | TO BE NOTED ABOVE |

Request for Quotation WV Office of Technology

The West Virginia Purchasing Division for the agency the West Virginia Department of Administration's Office of Technology (WVOT) is requesting quotations for the procurement of Cisco IP phone hardware and software. This equipment will be delivered to WVOT, attn: John Dunlap, One Davis Square, Charleston, WV 25301. No installation or labor is required.

WVOT will be providing Core Voice Services and Redundancy to other state agencies as part of the overall consolidation of Executive Branch Agency's Information Technology Resources. The services being provided will include teleconferencing, Call Center agents, Emergency Responder, unified messaging/Voice mail, failover redundancy, and basic phone service.

The following list of equipment is considered to be part of the Vault portion not available from the LAN04 or WAN04 SWCs. Vendors must bid new equipment and provide a pricing list for the following line itemized schedule of equipment, licenses and services:

| Qty | Product ID | Product Description | Bid Cost |
|-----|--------------------------|---|--------------|
| | Unity - VM to UM Upgrade | | |
| 1 | UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades, qty = 1 only | \$0.00 |
| 100 | UNITY-VMUM-USR-E | Unity, VM to UM Exchange Upgrade per user, no TTS | \$5,146.00 |
| | ER for Vault | | |
| 1 | SW-CER-1.3-SVR= | CER 1.3 Software Plus CER 1.X User License 100 Phones | \$3,716.90 |
| 2 | KEY-CER1.X-1K= | CER 1.X (1.2 or Higher) User License 1000 Phones | \$12,400.00 |
| 1 | KEY-CER1.X-100= | CER 1.X (1.2 or Higher) User License 100 Phones | \$620.00 |
| 1 | MCS-7825-H2-IPC2 | HW Only MCS-7825-H2 with 2GB RAM and Dual 80GB SATA HD | \$4,340.00 |
| 1 | CAB-AC | Power Cord,110V | \$0.00 |
| | IPCC Enhanced | • | |
| 1 | IPCX-3.Y-ENHANCED | IPCX 3.5 or later 3.Y Enhanced All-in-One (Servers and SW) | \$0.00 |
| 1 | IPCX-3YENH-SVR1 | IPCX 3.5 or later 3.Y Enh Server (SW only) | \$3,716.90 |
| 1 | CCBU-W2K-EXP7845 | Win 2000-MCS7845 for IPCC Express and IP-IVR | \$24.80 |
| 1 | IPCX-3YENH-SEAT10 | IPCX 3.5 or later 3.Y Enh Seat Qty 10 (agent or supervisor) | \$6,169.00 |
| 2 | IPCX-3YENH-SEAT50 | IPCX 3.5 or later 3.Y Enh Seat Qty 50 (agent or supervisor) | \$61,690.00 |
| | Sub for One Davis | | |
| 1 | MCS-7845-H1-CC1 | HW Only MCS-7845-H1 with 4096MB RAM and Four 72GB SCSI HD | \$14,880.00 |
| 2 | CAB-AC | Power Cord,110V | \$0.00 |
| 1 | MCS-7845-H2-IPC1 | HW Only MCS-7845-H2 with 4GB RAM and Four 72GB SAS HD | \$14,880.00 |
| 2 | CAB-AC | Power Cord,110V | \$0.00 |
| 1 | CM4.1-K9-7845-H2 | SW Only, CallMgr 4.1 For MCS-7845-H2 / MCS-7845-H1 | \$9,916.90 |
| 5 | CP-7960G | Cisco IP Phone 7960G, Global | \$1,131.50 |
| 5 | SW-CCM-UL-7960 | CallManager Unit license for single 7960 IP phone | \$620.00 |
| 35 | CP-7940G | Cisco IP Phone 7940G, Global | \$5,750.50 |
| 35 | SW-CCM-UL-7.941 | License, CallManager, Cisco IP Phone 7941 | \$4,340.00 |
| 40 | UNITY-LIC-UPG-4.X | Unity, SW Feature License Upgrades, qty = 1 only | \$0.00 |
| 40 | UNITY-UM-USR-E | One Unity UM for Exchange User | \$3,348.00 |
| | | Total | \$152,690.50 |

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.

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

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: | Advanced Technical Solutions, LLC | | |
|------------------|-----------------------------------|------------------|--|
| Vendor s Mario. | iture: Charles W. Hart | Date: 03/02/2007 | |
| Authorized Signa | iture: Linux Class Constant | | |



| 200000000000000000000000000000000000000 | Date | Quote # |
|---|----------|----------|
| 100000 | 03/02/07 | ATSQ3105 |

| | Date | Quote # |
|---|----------|----------|
| | 03/02/07 | ATSQ3105 |
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|----------|------------------|-------------|----------|
| | Terms | Sales Rep | Ship Via |
| SALES OF | Due Upon Receipt | Chuck Hirst | Best Way |

Advanced Technical Solutions, LLC PO Box 149 - Scott Depot, WV 25560

Sold To: WV Office of Technology

Phone: 304.757.6542 - Fax: 304.201.4287

John Dunlap One Davis Square 321 Capitol St

Charleston, WV 25301

Phone: 304-926-0499 Fax: 304-558-0136 Ship To: WV Office of Technology

John Dunlap One Davis Square 321 Capitol St

Charleston, WV 25301 Phone: 304-926-0499

Fax: 304-558-0136

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| Ln# | Qty | Part Number | Description | Unit Price | Ext. Price |
|-----|-----|-------------------|---|------------|-------------|
| 1 | | | Unity - VM to UM Upgrade | | |
| 2 | 1 | UNITY-LIC-UPG-4.X | CISCO UNITY S/W FEATURE LIC UPG QTY 1 ONLY | \$0.00 | \$0.00 |
| 3 | 100 | UNITY-VMUM-USR-E | CISCO UNITY VM TO UM EXCHANGE UPG NO TTS | \$51.46 | \$5,146.00 |
| 4 | | | ER for Vault | | |
| 5 | 1 | SW-CER-1.3-SVR= | CISCO CER 1.3 SW PLUS CER 1.X 100 PHONES USR LIC | \$3,716.90 | \$3,716.90 |
| 6 | 2 | KEY-CER1.X-1K= | CISCO CER 1.2 OR HIGHER USR LIC 1000 PHONES | \$6,200.00 | \$12,400.00 |
| 7 | 1 | KEY-CER1.X-100= | CISCO EMERGENCY RESPONDER 1.X USER LIC 100 PHONES | \$620.00 | \$620.00 |
| 8 | 1 | MCS-7825-H2-IPC2 | CISCO HW ONLY MCS7825H2 2GB RAM 80GB SATA HD | \$4,340.00 | \$4,340.00 |
| 9 | 1 | CAB-AC | CISCO PWR CORD 110V | \$0.00 | \$0.00 |
| 10 | | | IPCC Enhanced | | |
| 11 | 1 | IPCX-40-ENHANCED | CISCO IPCX 4.0 NEW ENH DEPLOYMENT LIC | \$0.00 | \$0.00 |
| 12 | 1 | IPCX-40ENH-1C | CISCO IPCX 4.0 EHN 7845 SERV S/W | \$3,716.90 | \$3,716.90 |
| 13 | 1 | CCBU-W2K-EXP7845 | CISCO CCBU W2K 7845 ORDERING CODE | \$24.80 | \$24.80 |
| 14 | 1 | IPCX-40ENH-SEAT10 | CISCO IPCX4.0 ENH SEAT 10 AGENT OR SUPV FACT INSTA | \$6,169.00 | \$6,169.00 |
| | | | | | |

| Ln # | Qty | Part Number | Description | Unit Price | Ext. Price |
|------|-----|--------------------|---|-----------------------|--------------------|
| 15 | 2 | IPCX-40ENH-SEAT50= | CISCO IPCX 4.0 ENH SEAT QTY 50 AGENT OR SUP | \$30,845.00 | \$61,690.00 |
| 16 | | | Sub for One Davis | | |
| 17 | 1 | MCS-7845-H1-CC1 | CISCO MCS-7845H1 4GB RAM 4 72GB SCSI HD | \$14,880.00 | \$14,880.00 |
| 18 | 2 | CAB-AC | CISCO PWR CORD 110V | \$0.00 | \$0.00 |
| 19 | 1 | MCS-7845-H2-IPC1 | HW ONLY MCS-7845-H2 WITH 4GB RAM AND FOUR 72GB SAS HD | \$14,880.00 | \$14,880.00 |
| 20 | 2 | CAB-AC | CISCO PWR CORD 110V | \$0.00 | \$0.00 |
| 21 | 1 | CM4.1-K9-7845-H2 | SW ONLY CALLMGR 4.1 FOR MCS-7845-H2 / MCS-7845-H1 | \$9,916.90 | \$9,916.90 |
| 22 | 5 | CP-7960G | CISCO IP PHONE 7960G GLOBAL INTL ICON | \$226.30 | \$1,131.50 |
| 23 | 5 | SW-CCM-UL-7960 | CISCO CALLMANAGER UNIT LIC FOR 1 CP-7960 | \$124.00 | \$620.00 |
| 24 | 35 | CP-7940G | CISCO IP PHONE 7940G GLOBAL INTL ICON | \$164.30 | \$5,750.50 |
| 25 | 35 | SW-CCM-UL-7940 | CISCO CALLMANAGER UNIT LIC FOR 1 CP-7940 | \$124.00 | \$4,340.00 |
| 26 | 40 | UNITY-LIC-UPG-4.X | CISCO UNITY S/W FEATURE LIC UPG QTY 1 ONLY | \$0.00 | \$0.00 |
| 27 | 40 | UNITY-UM-USR-E | CISCO UNITY UM FOR EXCHANGE PER USER | \$83.70 | \$3,348.00 |
| | | | | SubTotal | \$152,690.50 |
| | | | | Sales Tax Shipping | \$0.00 \$0.00 |
| | | | | Total | \$152,690.50 |
| | | | | าบเลา | ₱152,090.50 |

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOR ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIMS ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTIAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.

| FEIN# 55-0772695 |
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