

# SOLUTIONZ

*for your conferencing needs*

901 BRINGHAM AVENUE, BRENTWOOD, CA 90049

## Response to West Virginia Dept of Admin Request for Quotation Due April 5 2007

Due April 5 2007  
RFQ # ISCG0122  
Krista Ferrell  
Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street, East  
Charleston, WV 25305-0130

### Who is Solutionz?

Solutionz Conferencing, Inc. was formed in early 2001. Solutionz is headquartered in Los Angeles, California, with satellite offices throughout the United States.

Financial strength and continuity is clearly reflected in our client base. We boast Fortune 100 companies, schools, state and local government, hospitals, U.S. Government offices (Army, Navy, Air Force, DHS, NOAA, NASA and many others) and many more among our customers. In fact, Solutionz owns many state contracts for education and government. Our viability is clear to both our customers and vendors alike.

Currently Solutionz is Polycom's largest reseller. We are recognized with Polycom's highest level of service standard – Platinum Certification. We also enjoy being a Polycom Certified Service Partner (CSP). Also, our strong relationships with Sony, Crestron, AMX, Extron, Starbak, Shure, ClearOne, and major manufacturers of plasmas, LCD's, projectors, and conferencing furniture place our customers in the spotlight. We are able to offer competitive pricing, specialized troubleshooting, and superior manufacturer support through these strong partnerships.

### Why Solutionz?

Unlike other reseller's, Solutionz doesn't take the consultant approach to a customer's needs. Solutionz uses the Polycom partner approach to find out the best fit of Polycom equipment for the customer's needs and requirements. Why? Because Solutionz believes in the Polycom product and partnership!

Solutionz's Commercial and Federal sales teams continue to grow. Solutionz is not just a west coast company. Solutionz has a strong presence along the East coast. Starting with our Vice President of Service is located in the Northern VA/DC. Solutionz also has service technicians that service the entire United States. Lastly, Solutionz offers a 24x7x365 Prime Call help desk for all your support needs.

Solutionz is also a systems integrator. Solutionz has been consulting, designing and installing complex integrated rooms for many customers. With design engineers on staff, along with AMX and Crestron programmers, Solutionz is truly a one-stop shop for your videoconference and integration needs. A brief summary of the diverse offerings of the multimedia organization is shown below:

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2007 APR -4 A 10: 53  
PURCHASING DIVISION  
STATE OF WV

### Consultative Services

- Identification of appropriate equipment configurations
- Preliminary evaluation of potential conference meeting space
- Interior design (recommendations on facility color plans, furniture, art objects, etc.)

### Multimedia/Video Equipment Configurations

Solutionz's video and software engineers, working with a definitive scope of work based upon the customer's application requirements, will create the optimum custom integrated system design configuration. Emphasis is placed upon finding the appropriate balance involving new technology while striving to use dependable established products that will satisfy the rigorous demands of user needs. Solutionz integrates individual manufacturer components with standard videoconference products to create distinctive custom video systems.

- Video equipment and software design
- Electronic video equipment integration and pre-assembly
- Installation and testing
- AMX and Crestron Programming

### Prime Call Maintenance

There is no other service program on the market that is easier to use than Prime Call. Trouble shooting your videoconferencing application begins with one call into our Technical Service Center. Our technicians are available 24 hours a day, seven days a week to resolve all of your technical needs.

- Unlimited Phone Support
- Round the Clock Testing
- Superior Response Time
- Troubleshoot with Network Provider
- Rapid Replacement
- Software Upgrades

### **Pricing and Terms**

Pricing is attached.

**Lead Time :** 3 Weeks for Equipment to be delivered

**Approximate Installation Time :** within 2 weeks of Delivery of Equipment

### **Contact Person**

Patrick Luketich  
Central Region Account Manager  
Phone: 330-752-4647  
Cell: 330-310-2643  
3858 Silverwood Dr  
Stow, OH 44224



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:  
 ISCG0122

PAGE:  
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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 KRISTA FERRELL  
 304-558-2596

RFQ COPY  
 TYPE NAME/ADDRESS HERE

Solutionz Videoconferencing  
 3858 Silverwood Dr  
 Straw, OH 44224

DEPARTMENT OF ADMINISTRATION  
 IS&C - CHIEF FINANCIAL OFFICER  
 1 DAVIS SQUARE  
 CHARLESTON, WV  
 25301 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
03/22/2007				

BID OPENING DATE: 04/05/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		840-70	\$ 22,755	\$ 22,755
VIDEO CONFERENCING SYSTEM W/ 42" DISPLAY  REQUEST FOR QUOTATION  THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH (1) POLYCOM (OR EQUAL) VSX700E VIDEO CONFERENCING SYSTEM W/ 42" DISPLAY PER THE ATTACHED SPECIFICATIONS.  INSTALLATION OF EQUIPMENT IS REQUIRED.  VENDORS SHOULD PROVIDE ANITCIPATED LEAD TIME FOR MATERIAL AND APPROXIMATE INSTALLATION TIME.  IT IS PREFERRED THAT VENDORS UTILIZE THE ATTACHED PRICING SHEET TO SUBMIT THEIR COST FOR THIS PROJECT.  TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA PURCHASING DIVISION VIA EMAIL AT KFERRELL@WVADMIN.GOV, VIA FAX AT 304-558-4115, OR VIA MAIL AT THE ADDRESS LISTED IN THE BODY OF THIS RFQ. DEADLINE FOR TECHNICAL QUESTIONS IS APRIL 2, 2007 AT 9:00 AM. ALL TECHNICAL QUESTIONS RECEIVED (IF ANY), WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE. QUESTIONS CONCERNING THE ACTUAL SUBMISSION OF A VENDOR'S BID MAY BE SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING DATE AND IN ANY FORMAT INCLUDING VERBAL.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 330-752-4417 DATE: 4/3/2007

TITLE: *[Signature]* FEIN: 38-3645853 ADDRESS CHANGES TO BE NOTED ABOVE

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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 KRISTA FERRELL  
 304-558-2596

RFQ COPY

TYPE NAME/ADDRESS HERE

Solutionz Video Conferencing  
 3858 Silverwood Dr  
 Stow, OH 44224

DEPARTMENT OF ADMINISTRATION  
 IS&C - CHIEF FINANCIAL OFFICER  
 1 DAVIS SQUARE  
 CHARLESTON, WV  
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<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 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 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>( ) 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 330-752-4647 DATE: 4/3/2007

TITLE: Contract R. Act manager FERN 38-3645853 ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia  
 Department of Administration  
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PAGE:  
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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 KRISTA FERRELL  
 304-558-2596

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 Solutions Video Conferencing  
 3958 Silverwood Dr  
 Ste, OH 44221

SHIP TO

DEPARTMENT OF ADMINISTRATION  
 IS&C - CHIEF FINANCIAL OFFICER  
 1 DAVIS SQUARE  
 CHARLESTON, WV  
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<p>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 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>( ) 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 330-752-4447 DATE: 4/3/2007

TITLE: Central Reg. Act Manager FERN: 38-3645853 ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia  
 Department of Administration  
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# Request for Quotation

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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 KRISTA FERRELL  
 304-558-2596

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

Solutionz Videoconferencing  
 3858 Silverwood Dr  
 Stow, OH 44224

SHIP TO

DEPARTMENT OF ADMINISTRATION  
 IS&C - CHIEF FINANCIAL OFFICER  
 1 DAVIS SQUARE  
 CHARLESTON, WV 25301 304-558-5472

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<p>YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; 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 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>Solutionz Videoconferencing</u></p> <p>DATE: <u>4/3/07</u></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE:	TELEPHONE: 330-752-4647	DATE: 4/3/2007
TITLE: <u>Central Asst Mgr</u>	FEN: 38-3645853	ADDRESS CHANGES TO BE NOTED ABOVE

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



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 304-558-2596

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*Solution2 Videoconferencing  
 3858 Silverwood Dr  
 Staw, OH 44224*

DEPARTMENT OF ADMINISTRATION  
 IS&C - CHIEF FINANCIAL OFFICER  
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<p>SIGNED: <i>[Signature]</i></p> <p>TITLE: <i>Central Region Account Manager</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". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15          2019 WASHINGTON STREET, EAST          CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: KRISTA FERRELL-FILE 21</p> <p>RFQ. NO.: ISCG0122</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 330-752-4647 DATE: 4/3/2007

TITLE: *Central Reg Act Mnggr* FEIN: 38-3645853 ADDRESS CHANGES TO BE NOTED ABOVE

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**Request for Quotation  
WV Office of Technology  
Release # ISCG0122**

RFQ: ISCG0122  
PAGE NO. 7

The West Virginia Purchasing Division for the agency, the West Virginia Office of Technology (WVOT) is requesting quotations for the procurement of one (1) Polycom (or equivalent) VSX7000e videoconferencing system with 42" display. This equipment will be delivered to Military Affairs and Public Safety, Office of the Secretary, State Capitol Complex, attn: Barbara Wimer.

The proposed equipment must be compatible with existing Polycom MCUs and IPVC/IPTVC equipment. Installation is required.

Vendors must bid new equipment and provide a pricing list for the following (or equivalent) line itemized schedule of equipment, licenses and services:

<u>Qty</u>	<u>Product #</u>	<u>Description</u>	<u>Bid Cost</u>
1	CP-5065VLD4	System includes: VSX 7400e Presenter with VSX 7000e, PowerCam camera, (1) microphone array, ImageShare II, VGA encoder key, People+Content IP, English remote, Executive Collection Credenza, (2) 42-inch XGA-capable LCD Displays with side-mount speakers and wall-mount hardware	\$ 17,371
1	5150-21297-001	VSX MPPlus Multipoint Software Option Licenses for VSX 7000e, VSX 7000s, VSX 7000 and VSX 3000. Not for use with VSX 8000 Series. Allows for 4-site MP video calls.	\$ 1,919
1	2215-20730-200	VSX Additional Microphone Array Kit. Contains one Microphone Array. Compatible with VSX 8000 Series, VSX 7000e, VSX 7000s and VSX 7000. Includes 10ft/3m cable.	\$ 319
1		Installation at Capitol Complex, 4 <sup>th</sup> Floor of West Wing	\$ 1,500
1	CP5065VLD4-P	One Year Polycom Premier Support	\$ 796
1		Freight (must be included in quote)	\$ 850
<b>Total Cost</b>			<b>\$ 22,755</b>

Vendors are to complete this form and return with their bid submission. Evaluation will be based on the lowest total cost for all items.

# 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:**

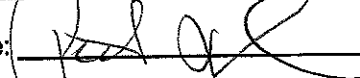
Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, 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](http://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: Solutionz Videoconferencing

Authorized Signature:  Date: 4/3/2007