



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
MPLS07

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
RON PRICE
304-558-0492

RFQ COPY
 TYPE NAME/ADDRESS HERE

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

DATE PRINTED 11/21/2006	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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BID OPENING DATE: **02/08/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-18		
<p>MULTI PROTOCOL LABEL SWITCHING (MPLS) VIRTUAL</p> <p>PRIVATE NETWORK (VPN) SERVICES & ASSOCIATED SERVICES PER THE ATTACHED SPECIFICATIONS</p> <p>A MANDATORY PRE-BID SHALL BE HELD AT THE WEST VIRGINIA OFFICE OF TECHNOLOGY, ONE DAVIS SQUARE, CHARLESTON, WV ON JANUARY 5, 2007 AT 10:00 AM. EACH VENDOR MUST BE REPRESENTED PHYSICALLY AT THE PRE-BID. VENDORS ARE REQUIRED TO PRE-REGISTER AT LEAST 24 HOURS IN ADVANCE, VIA E-MAIL NOTIFICATION TO RON PRICE, AT RPRICE@WVADMIN.GOV. THE FOLLOWING INFORMATION SHOULD BE INCLUDED IN THE E-MAIL RESPONSE: FIRM, REPRESENTATIVE NAME, MAILING ADDRESS, TELEPHONE NUMBER FAX NUMBER, AND E-MAIL ADDRESS OF THE REPRESENTATIVE. FAILURE TO HAVE A REPRESENTATIVE PHYSICALLY IN ATTENDANCE AT THE PRE-BID CONFERENCE SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON CAN REPRESENT MORE THAN ONE BIDDER.</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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE <i>Suleman Hessami</i>	TELEPHONE 304-344-6700	DATE 03/14/07
TITLE VP Pricing/Contract Mgmt.	FAX 47-0751768	ADDRESS CHANGES TO BE NOTED ABOVE

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



1410 MacCorkle Ave. S.E.
Charleston, WV 25314

March 14, 2007

State of West Virginia
Department of Administration
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130
Attn: Ron Price

Dear Mr. Price:

Verizon Business, a unit of Verizon Communications Inc, is pleased to submit its proposal for Multi Protocol Label Switching (MPLS), Private Network (VPN) and associated services to the State of West Virginia. Verizon Communications Inc. operates through three divisions – Telecom, Business, and Wireless. Verizon Communications Inc., a Dow 30 company, is a leader in delivering broadband and other wireline and wireless communication innovations to mass market, business, government, and wholesale customers. Verizon Telecom operations include nearly 49 million access lines in 28 states and Washington D. C. Verizon Wireless has more than 51 million customers. Verizon Business was formed in 2006 when Verizon bought MCI, creating a global advanced communications and information technology powerhouse to service large business and government clients. Verizon is the number one Telecommunication Company provider in North America, with assets of 188 billion, and revenues of 88.1 billion annually. Verizon's financial stability and longevity provides the State of West Virginia a long-term partner for providing next generation IP Products and IT solutions.

Verizon Business owns one of the most advanced global IP networks, spanning more than 440,000 miles across 150 countries and six continents. Verizon Business's core competencies include its robust nationwide network, outstanding customer service, and over 125 years of expertise in delivering voice and data networks in West Virginia.

For the past three years Verizon Business is the highest ranked provider in customer satisfaction in the telecommunications industry segment by the J.D. Power and Associates 2006 "Major Provider Business Telecommunications Services Study SM," released on June 26, 2006. Other honors include "Magic quadrant for U.S. Managed and Professional Network Service Providers and Network Service Providers named by Gartner Inc. Verizon Business won the prestigious "Best in Business" Award as Ethernet Service Provider by the Metro Ethernet Forum (MEF).

- (1) Verizon Business employs a best in class account team, supported by highly-trained sales and support experts
- (2) Verizon Business maintains 24x7 NOC providing escalation paths facing local support staff
- (3) Verizon Business delivers innovative and seamless business solutions
- (4) Verizon Business offers leading service level commitments
- (5) Verizon Business presents a comprehensive solution that is unmatched in value and performance.
- (6) Verizon Business has a Global Reach with Local Density
- (7) Verizon Business is committed to a Customer-first approach



1410 MacCorkle Ave. S.E.
Charleston, WV 25314

Currently, Verizon engineers, furnish, install, and maintain the private data network for the State of West Virginia. The network is a reliable, robust, and scalable multi-service platform, with a broad range of capabilities that include multi-service technology, end-to-end network management system, and dedicated State of West Virginia node appearances already located in hub Central Offices around the state, including Charleston, Huntington, Parkersburg, Wheeling, Clarksburg, Morgantown, Beckley, and Martinsburg.

Verizon Business's proposed MPLS solution will allow the State of West Virginia to leverage existing network infrastructure and resources to create next generation networks capable of exploiting the flexibility and scalability of IP routing. MPLS VPN provides the same degree of security and reliability that the State of West Virginia has come to expect from the existing data network. Verizon Business's proposal offers 24-hour monitoring, award-winning customer service, and industry-leading service level agreements.

As one of West Virginia's largest employers, taxpayers, philanthropic providers, and contributors to statewide economic development, Verizon Communications Inc. is a good steward in the State of West Virginia. Verizon made millions of dollars of infrastructure investment in the state, and employs over 2,500 people statewide, with an annual payroll of \$146.5 Million. Verizon:

- Pays more than \$48.4 Million annually to 3,189 Retirees living in the state.
- Paid 2,994 Vendors or Suppliers in the state in 2004
- Made nearly \$2 Million in Charitable and Civic Contributions statewide during 2006, including \$550,000 in grants made to employees for their donations or volunteer hours and \$250,000 to Mission WV for computer literacy and small business training to further broadband deployment.
- Paid more than \$30.6 Million in West Virginia taxes in 2004.

Verizon has been involved since September of 1990 with the West Virginia State Data Network design and development, which include WVNet, the World School Network, and the Lottery Network. More important than our résumé of State-based experience is the fact that Verizon has built its network capabilities around the needs of the State of West Virginia. As a result, Verizon Business is delivering this RFP driven by simplicity and quality of service, enabling the State of West Virginia to better achieve their business goals.

Sincerely,

A handwritten signature in cursive script that reads "Sandra K. Hawkins".

Sandra K. Hawkins
Corporate Account Manager
Verizon Business



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: Ron Price, Buyer Supervisor
Purchasing Division

RE: MPLS07

DATE: April 10, 2007

The "Request for Proposal" Multi Protocol Label Switching (MPLS) Virtual, will not be scanned on the Internet due to the volume. Vendors may view the "Request for Proposal" 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) 558-0492, fax: (304)558-4115 or e-mail rprice@wvadmin.gov.

Request for Proposal received from the following:

AT&T Business Services
Verizon Business

RP/wf

cc: File