



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



February 6, 2009

Michael Austin
State of West Virginia
Division of Highways
Chief of Information Systems
Building 5
1900 Kanawha Boulevard, East
Charleston, WV 25305-0430

Dear Mr. Austin:

Trimble is pleased to present you with our offer for GPS positioning equipment as requested through the State of West Virginia's Request for Quote number 639000024. **This proposal supersedes the original proposal submitted by Trimble Navigation for the bid opening date of dated December 23, 2008.**

Trimble is a leading provider of advanced positioning solutions that maximize productivity and enhance profitability.

Trimble was established in 1978 and became incorporated in 1981 under the laws of the State of California, United States of America. Our common stock has been publicly traded on NASDAQ, USA since 1990.

Though best known for GPS technology, Trimble integrates a wide range of positioning technologies including laser, optical and inertial technologies with application software, wireless communications, and services to provide complete commercial solutions. Its integrated solutions allow customers to collect, manage and analyze complex information faster and easier, making them more productive, efficient and profitable.

For over 25 years, Trimble has created unique positioning products that help customers grow their business. Our portfolio includes over 700 patents and serves as the basis for the broadest positioning offerings in the industry. Trimble augments its organic product development with strategic acquisitions to bring the latest positioning technologies to a wider market.

Acquisitions, joint ventures, and key alliances are part of Trimble's mission to define and transform the way position-centric information is used and advance our presence and capabilities in each major market we serve.

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PURCHASING DIVISION
STATE OF WV

Major acquisitions and joint ventures:

- Nikon-Trimble Co., Ltd.: A joint venture with Nikon for survey and construction products
- Spectra Precision (lasers, optics and robotics),
- Tripod Data Systems (field data collection),
- Grid Data (Internet-based fleet management),
- Applanix (inertial guidance),
- MENSİ (3D laser scanning)
- SECO (Surveying accessories)

All have greatly expanded our portfolio of positioning technologies.

- Caterpillar: A joint venture with Caterpillar (Caterpillar Trimble Control Technologies LLC) is advancing guidance and control technology for earthmoving machines used in construction and mining.
- McNeilus: Our alliance with McNeilus, a major manufacturer of trucks for ready-mix concrete and waste hauling, enhances the role of our fleet management systems in these industries.
- CNH Global Alliance with Trimble, to provide automated steering systems for Case IH and New Holland agricultural tractors
- Long-term, cooperative relationships with customers in automotive navigation and network timing increase our technology capabilities in these fast-growing markets.

These and other joint ventures enable us to capitalize on technology innovations, association with key brands and broader distribution channels.

Trimble has the largest & broadest portfolio of advanced positioning and location-based solutions and is number ONE in the industry. Trimble products are used in over 100 countries around the world. More than 3,000 employees in over 18 countries, coupled with a highly capable network of dealers and distribution partners serve and support our customers.

Sincerely,



Tom Mackie
North America Sales Manager
Trimble Navigation
Tom_mackie@trimble.com
Tel: +1 401-965-8730



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

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| RFQ NUMBER |
| 639000024 |

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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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 TRIMBLE NAVIGATION LTD
 10355 WESTMOOR DR., SUITE 100
 WESTMINSTER, CO 80021

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DIVISION OF HIGHWAYS
 CHIEF OF INFORMATION SYSTEMS
 BUILDING 5
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 02/02/09 | | | | |
| BID OPENING DATE: 02/11/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|--|-----|---------|-------------|-------------|-----------------------------------|
| ADDENDUM NO. 7 | | | | | | |
| CHANGES AND ADDITIONS TO THE SPECIFICATIONS ATTACHED. | | | | | | |
| BID OPENING DATE AND TIME REMAINS 02/11/09 @1:30 P.M. | | | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 32 | Ea | | 840-45 | \$10,297.50 | \$329,520.00 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| 003 | PHASE I SOFTWARE | | | | | \$106,000.00 |
| 004 | PHASE II SOFTWARE | | | | | \$37,500.00 |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$473,020.00 |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE | TELEPHONE 401-965-8730 <i>Tom Mackie</i> | | | | | DATE 12/19/08 |
| TITLE Tom Mackie | FEIN 94-2802192 | | | | | ADDRESS CHANGES TO BE NOTED ABOVE |



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

RFQ NUMBER
 639000024

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ADDRESS CORRESPONDENCE TO ATTENTION OF
 MICHAEL AUSTIN
 304-558-2402

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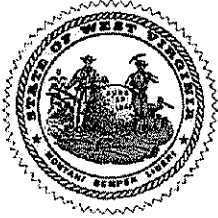
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 TRIMBLE NAVIGATION LTD
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DIVISION OF HIGHWAYS
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 BUILDING 5
 1900 KANAWHA BOULEVARD, EAST
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 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 01/26/09 | | | | |
| BID OPENING DATE: 02/11/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|--|-----|---------|-------------|-------------|-----------------------------------|
| ADDENDUM NO. 6 | | | | | | |
| BID OPENING DATE AND TIME CHANGED | | | | | | |
| FROM: 01/28/09 AT 1:30 P.M. | | | | | | |
| TO: 02/11/09 AT 1:30 P.M. | | | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 32 | Ea | | 840-45 | \$10,280.46 | \$328,974.72 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$398,721.72 |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE | TELEPHONE 401-965-8730 <i>Tom Mackie</i> | | | | | DATE 12/19/08 2/7/09 |
| TITLE Tom Mackie | FEIN 94-2802192 | | | | | ADDRESS CHANGES TO BE NOTED ABOVE |



State of West Virginia
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 Purchasing Division
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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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 CHARLESTON, WV
 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 01/16/09 | | | | |
| BID OPENING DATE: 01/28/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|--------------|-------------------|---------|-------------|-------------|-----------------------------------|
| ADDENDUM NO. 5 | | | | | | |
| BID OPENING DATE AND TIME CHANGED | | | | | | |
| FROM: 01/21/09 AT 1:30 P.M. | | | | | | |
| TO: 01/28/09 AT 1:30 P.M. | | | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 32 | Ea | | 840-45 | \$10,280.46 | \$328,974.72 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$398,721.72 |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE | TELEPHONE | <i>Tom Mackie</i> | | | | DATE |
| Tom Mackie | 401-965-8730 | | | | | 12/19/08 |
| | | | | | | 2/7/09 |
| | | | | | | ADDRESS CHANGES TO BE NOTED ABOVE |



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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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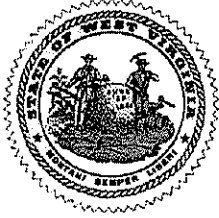
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 TRIMBLE NAVIGATION LTD
 10355 WESTMOOR DR., SUITE 100
 WESTMINSTER, CO 80021

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DIVISION OF HIGHWAYS
 CHIEF OF INFORMATION SYSTEMS
 BUILDING 5
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 01/06/09 | | | | |
| BID OPENING DATE: 01/21/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|---------------------------|-----|---------|-------------|-------------|--------------------------------------|
| ADDENDUM NO. 4 | | | | | | |
| BID OPENING DATE AND TIME CHANGED | | | | | | |
| FROM: 01/07/09 AT 1:30 P.M. | | | | | | |
| TO: 01/21/09 AT 1:30 P.M. | | | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 32 | Ea | | 840-45 | \$10,280.46 | \$328,974.72 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$398,721.72 |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE | TELEPHONE 401-965-8730 | | | | | DATE 12/19/08 |
| TITLE Tom Mackie | FEIN 94-2802192 | | | | | ADDRESS CHANGES TO BE NOTED ABOVE |



State of West Virginia
 Department of Administration
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 2019 Washington Street East
 Post Office Box 50130
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RFQ NUMBER
 639000024

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ADDRESS CORRESPONDENCE TO ATTENTION OF
 MICHAEL AUSTIN
 304-558-2402

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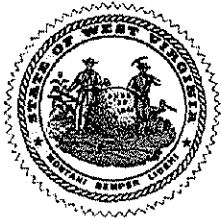
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 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
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| 12/22/09 | | | | |
| BID OPENING DATE: 01/07/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|--------------|-------------------|---------|-------------|-------------|-----------------------------------|
| ADDENDUM NO. 3 | | | | | | |
| BID OPENING DATE AND TIME CHANGED | | | | | | |
| FROM: 12/23/09 AT 1:30 P.M. | | | | | | |
| TO: 01/07/09 AT 1:30 P.M. | | | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 32 | Ea | | 840-45 | \$10,280.46 | \$328,974.72 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$398,721.72 |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE | TELEPHONE | <i>Tom Mackie</i> | | | | DATE |
| | 401-965-8730 | | | | | 12/19/08 |
| TITLE | FEIN | | | | | ADDRESS CHANGES TO BE NOTED ABOVE |
| Tom Mackie | 94-2802192 | | | | | |



State of West Virginia
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ADDRESS CORRESPONDENCE TO ATTENTION OF
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 304-558-2402

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DIVISION OF HIGHWAYS
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 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
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| 12/11/09 | | | | |
| BID OPENING DATE: 12/23/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|--|-----|---------|-------------|-------------|-----------------------------------|
| ADDENDUM NO. 2 | | | | | | |
| LINE 2 GPS POSITIONING SYSTEMS CONSTANTLY OPERATING STATIONS. | | | | | | |
| READS: 11 | | | | | | |
| TO READ: 32 | | | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 32 | Ea | | 840-45 | \$10,280.46 | \$328,974.72 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$398,721.72 |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE | TELEPHONE 401-965-8730 <i>Tom Mackie</i> | | | | | DATE 12/19/08 |
| TITLE Tom Mackie | FEIN 94-2802192 | | | | | ADDRESS CHANGES TO BE NOTED ABOVE |



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| RFQ NUMBER |
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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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DIVISION OF HIGHWAYS
 CHIEF OF INFORMATION SYSTEMS
 BUILDING 5
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 12/11/09 | | | | |
| BID OPENING DATE: 12/23/2009 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|--|---|-----|---------|-------------|-------------|--------------|
| ADDENDUM NO. 1 | | | | | | |
| LINE 1 GPS POSITIONING WITH RECEIVER | | | | | | |
| | READS: | 1 | | | | |
| | TO READ: | 11 | | | | |
| LINE 2 GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| | READS: | 1 | | | | |
| | TO READ: | 11 | | | | |
| NO OTHER CHANGES | | | | | | |
| 001 | 11 | EA | | 840-45 | \$6,340.64 | \$69,747.00 |
| | GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | |
| 002 | 11 | Ea | | 840-45 | \$10,280.46 | \$113,085.06 |
| | GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | |
| THIS IS THE END OF RFQ 63900024 ***** TOTAL: | | | | | | \$182,832.06 |



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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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 TRIMBLE NAVIGATION LTD
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 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 12/04/2008 | | | | |
| BID OPENING DATE: 12/23/2008 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|--|----------|-----|---------|-------------|-------------|-------------|
| 001 | 1 | EA | | 840-45 | \$6,340.64 | \$6,340.64 |
| GPS POSITIONING SYSTEMS WITH RECEIVER | | | | | | |
| 002 | 1 | EA | | 840-45 | \$10,280.46 | \$10,280.46 |
| GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION | | | | | | |
| OPEN END CONTRACT | | | | | | |
| <p>TO PROVIDE (GPS) GLOBAL POSITIONING SYSTEM WITH RECEIIVER, ANTENNA, AND USER INTERFACE. DEVICE MUST USE MICROSOFT WINDOWS MOBIL 6 AND FULLY COMPATABLE WITH EXISTING TRIMBLE PATHFINDER OFFICE SOFTWARE CURRENTLY USED BY THE WEST VIRGINIA DIVISION OF HIGHWAYS AND GPS POSITIONING CONSTANTLY OPERATING REFERENCE STATIONS. PER THE ATTACHED SPECIFICATIONS.</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> | | | | | | |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |

| | | | |
|-----------------------------|--------------------|-----------------------------------|------------------|
| SIGNATURE <i>Tom Mackie</i> | | TELEPHONE 401-965-8730 | DATE 12/19/08 |
| TITLE Tom Mackie | FEIN 94-2802192 | ADDRESS CHANGES TO BE NOTED ABOVE | |

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



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

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| RFQ NUMBER |
| 639000024 |

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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 12/04/2008 | | | | |
| BID OPENING DATE: 12/23/2008 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|------|----------|-----|---------|---|------------|--------|
| | | | | EXHIBIT 3 | | |
| | | | | LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" TEHERAFTER 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. | | |
| | | | | UNLESS SPECIFIC PROVISIONS ARE STIPUTLATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT. | | |
| | | | | 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 TWO (2) ONE (1) YEAR PERIODS. | | |
| | | | | 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. | | |
| | | | | 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 | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|---|---------------------------|-----------------------------------|
| SIGNATURE Tom Mackie <i>Tom Mackie</i> | TELEPHONE 401-423-0233 | DATE |
| TITLE Americas Sales Manager | FEIN 94-2802192 | ADDRESS CHANGES TO BE NOTED ABOVE |

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



State of West Virginia
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| ADDRESS CORRESPONDENCE TO ATTENTION OF |
| MICHAEL AUSTIN 304-558-2402 |

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RFQ
 TRIMBLE NAVIGATION LTD
 10355 WESTMOOR DR., SUITE 100
 WESTMINSTER, CO 80021

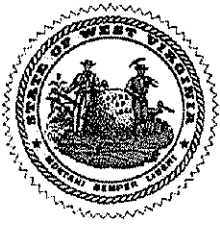
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DIVISION OF HIGHWAYS
 CHIEF OF INFORMATION SYSTEMS
 BUILDING 5
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0430 304-558-0408

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|------------------------------|---------------|---------------------------|-----|---------------|
| 12/04/2008 | | | | |
| BID OPENING DATE: 12/23/2008 | | BID OPENING TIME: 01:30PM | | |

| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|----------|-----|---------------------------|-------------|-----------------------------------|--------|
| CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD. | | | | | | |
| EXIHIBIT 10 | | | | | | |
| REQUISITION NO.:..... | | | | | | |
| ADDENDUM ACKNOWLEDGEMENT | | | | | | |
| I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDEDUM (S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC. | | | | | | |
| ADDENDUM NO.'S | | | | | | |
| NO. 1 | | | NO. 6 ✓ | | | |
| NO. 2 | | | NO. 7 ✓ | | | |
| NO. 3 | | | | | | |
| NO. 4 | | | | | | |
| NO. 5 | | | | | | |
| I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. | | | | | | |
| VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES | | | | | | |
| SEE REVERSE SIDE FOR TERMS AND CONDITIONS | | | | | | |
| SIGNATURE Tom Mackie <i>Tom Mackie</i> | | | TELEPHONE 401-423-0233 | | DATE | |
| TITLE Americas Sales Manager | | | FEIN 94-2802192 | | ADDRESS CHANGES TO BE NOTED ABOVE | |

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



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

RFQ NUMBER
 639000024

PAGE
 6

ADDRESS CORRESPONDENCE TO ATTENTION OF
 MICHAEL AUSTIN
 304-558-2402

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RFQ
 TRIMBLE NAVIGATION LTD
 10355 WESTMOOR DR., SUITE 100
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| LINE | QUANTITY | UOP | CAT. NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|------|--|----------|---------|-------------|------------|--------|
| | RFQ. NO.: | 63900024 | | | | |
| | BID OPENING DATE: | | | | | |
| | BID OPENING TIME: | | | | | |
| | PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: | | | | | |
| | CONTACT PERSON (PLEASE PRINT CLEARLY): | | | | | |
| | ***** THIS IT HE END OF RFQ 639000024 ***** | | | | | TOTAL: |

SEE
 ADDENDUM
 NO. 7.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|---|---------------------------|-----------------------------------|
| SIGNATURE Tom Mackie <i>Tom Mackie</i> | TELEPHONE 401-423-0233 | DATE 2/7/09 |
| TITLE Americas Sales Manager | FEIN 94-2802192 | ADDRESS CHANGES TO BE NOTED ABOVE |

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