



**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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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.

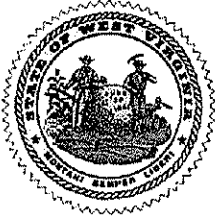
These and other joint ventures enable us to capitalize on technology innovations, association with key brands and broader distribution channels.

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

RFQ NUMBER
639000024

PAGE
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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
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	\$22,536.00	\$683,652.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
003	PHASE II SOFTWARE UPGRADE, VRS					\$37,500.00
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						\$790,899.00
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



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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	\$22,536.00	\$721,152.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						\$790,899.00
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



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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	\$22,536.00	\$721,152.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						\$790,899.00
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE	TELEPHONE	<i>Tom Mackie</i>				DATE
TITLE	FEIN					12/19/08
Tom Mackie	94-2802192					ADDRESS CHANGES TO BE NOTED ABOVE



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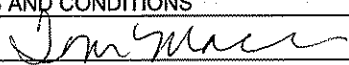
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 25305-0430 304-558-0408

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	\$22,536.00	\$721,152.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						\$790,899.00
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



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 CHARLESTON, WV
 25305-0430 304-558-0408

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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	\$22,536.00	\$721,152.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						\$790,899.00
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE	TELEPHONE	<i>Tom Mackie</i>				DATE
	401-965-8730					12/19/08
TITLE	FEIN					ADDRESS CHANGES
Tom Mackie	94-2802192					TO BE NOTED ABOVE



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 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. 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	\$22,536.00	\$721,152.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						790,899.00
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE	TELEPHONE	<i>Tom Mackie</i>				DATE
TITLE	FEIN					ADDRESS CHANGES TO BE NOTED ABOVE
Tom Mackie	94-2802192					



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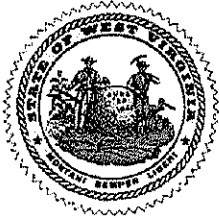
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 CHARLESTON, WV
 25305-0430 304-558-0408

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	\$22,536.00	\$247,896.00
GPS POSITIONING SYSTEM CONSTANTLY OPERATING STATION						
THIS IS THE END OF RFQ 63900024 ***** TOTAL:						\$317,643.00



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 TRIMBLE NAVIGATION LTD
 10355 WESTMOOR DR., SUITE 100
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 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
001	1	EA		840-45	\$6,340.64	\$6,340.64
GPS POSITIONING SYSTEMS WITH RECEIVER						
002	1	EA		840-45	\$22,536.00	\$22,536.00
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 SPECIFIICATIONS. 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
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 Post Office Box 50130
 Charleston, WV 25305-0130

RFQ NUMBER
639000024

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MICHAEL AUSTIN 304-558-2402

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 TRIMBLE NAVIGATION LTD
 10355 WESTMOOR DR., SUITE 100
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DIVISION OF HIGHWAYS
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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
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.						
EXHIBIT 10						
REQUISITION NO.: <i>639000024</i>						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDDEDUM (S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S						
NO. 1 <input checked="" type="checkbox"/> NO. 6 <input checked="" type="checkbox"/>						
NO. 2 <input checked="" type="checkbox"/> NO. 7 <input checked="" type="checkbox"/>						
NO. 3 <input checked="" type="checkbox"/>						
NO. 4 <input checked="" type="checkbox"/>						
NO. 5 <input checked="" type="checkbox"/>						
I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDDENDUM(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 <i>2/7/09</i>
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'



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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
	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'